No. 29,853

Wednesday February 12 1986

D 8523 B

Walesa slander charges dropped

The state of the s

The same of the sa

The state of the s

on Part

in industrial s

1.11 MEZ!

The said in the

" ... p.18

College Man

11.33

A STATE OF THE STA

a . . 152 m

Company of the Party

" THE HILLS

and Allegan

1 4 12 22

ev 123

ATT CASTARS

the far Ma

1. 1. 1. 1. 1. I

· protein inggan

and Sale Miller

UE.

j catabildul (

Longran. da

TERIE

STATE STATES

sets sold.

RK

: 14 to 227 il

S. Martin and Control

art.

178,00 m

- 65.

J. 1. 188

World news

Polish court authorities dropped criminal slander charges against So-lidarity leader Lech Walesa at his trial yesterday, in a move he hailed as a first step towards compromise

A CONTRACTION OF THE PARTY OF T Walesa said later: "Reason has won out. This is the first step towards compromise since December 1981 (when martial law was declared in Poland)."
Walesa had told the court he

never intended to slander anyone by publishing independent results of last autumn's parliamentary elections. Page 3.

US ships off Libya

US Sixth Fleet warships took up positions north of Libya for four days of manoeuvres near the disputed Gulf of Sirte, which is claimed by Libyan leader Muammer Gadaffi.

Apartheid move

South African Government said it would end laws enforcing apartheid in restaurants, bars and liquor stores, though owners would still have the right to refuse service. SDI invitation

The US has proposed that Soviet scientists visit American laboratories to inspect work on the SDI (Star Wars) project, US arms nego-tiator Donald Lowitz told the disarmament conference in Geneva. US priority, Page 3; Reagan optimistic,

Iran claim rejected

Iran said its troops had seized the Iraci oil terminal at Fao on the northern shores of the Guit, just six miles from Kuwaiii territory. The claim was rejected by Iraq, which said it had recaptured the strategic Shatt at Arab island of Umm at Ra-

President Jean-Claude Duvalier Page 23 temporary asylum on Friday after a late-night telephone request from the US, French External Affairs Minister Roland Dumas said.

Suspects seized

Lebanese Christian militia members in Beirut seized 64 people whom they suspected of bombings that killed more than 30 people.

Banker's ball block A West German court rescinded

bail for Count Ferdinand voz Galen, the banker at the centre of the trial over the near-colleges of the SMH bank, only minutes after documents releasing him from prison had been

Spanish accord

in two Spanish garrison towns on Morocco's Mediterranean coast has defused tension in both enclaves.

Gandhi rethink

Indian Prime Minister Rajiv Gandhi has reconsidered his role as mediator in Sri Lanka's ethnic conflict and India has taughened its attitude to the Colomba Government, sales of Tylend after a New York

Bulgarians hit back

Bulgaria's war of words with Tur-key over allegations by Ankara that it is persecuting its ethnic Turkish minority intensified with a sharp attack by the Bulgarian news agen-

Call for fares cut

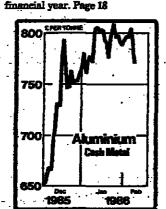
committee called for lower Euro- might recommend that a cut in its pean air fares through more competition among airlines but warned against the kind of deregulation cial said.

Israel attorney quits

Israel's attorney general. Yithak its high-strength Aramid fibre in a Zamir, is to resign. He said that atmove that could help get around a Zamir, is to resign. He said that af-tor seven and half years in the job ban on exports of the fibre to the it was time for a new minister.

Business summary **Amstrad** boosted by word processor

AMSTRAD. British computers an. ner electronics group, report ed higher-than-expected pre-tax profits of £27.5m in the six months to December 31, about £7.5m more than it made in the whole of its last



ALUMINIUM prices on the London Metal Exchange were weak, partly reflecting sterling's firmness. The cash quotation fell £18.50 to £770.50 a tonne. Page 32

WALL STREET: at 3pm the Dow Jones industrial average was 3.56 down at 1,622.82. Page 40

TOKYO: Market was closed for a national holiday. Hong Kong and Singapore also remained closed for the Chinese new year celebrations. Institutions poised to return to To-

LONDON: Stocks ended lower, deressed by the drop in North Sea oil prices. The FT-SE 100 share index dropped 7.6 to 1,453.9 and the FT Ordinary share index lost 3.9 to 1,191.4. Page 49

DOLLAR was weak in London, falling to DM 2.3745 (DM 2.3855), SFr 1-918 (SFr 2.006), FFr 7.2875 (FFr French offer 7.31) and Y187.35 (Y188.15). On Bank of England figures the dol-France offered former Haitian Jar's index fell to 121.9 from 122.4.

STERLING gamed 35 points against the dollar in London to SLA12 but fell to DM 3.3525 (DM 3.36), SFr 2.7875 (SFr 2.825), FFr 10.29 (FFr 10.295) and Y284.5 (Y265.0). The pound's exchange rate index rose 0.1 to 74.2. Page 33

GOLD fell \$4.00 on the London bullion market to \$336.00 and was \$4.90 lower in Zurich at \$335.35. Page 32

EUROPEAN Commission is to call for the launch of a privately-financed investment company, to fund research in high technology within the EEC and close the gap with US and Japanese rivals.

IMF has taken a toughter-than-expected line with Peru, saying it must pay \$75m of arrears on its An agreement between Madrid and loans by April 15 or be declared in-leaders of the Moslem communities eligible to make further drawings. eligible to make further drawings.

> CBS, US broadcasting and enter tainment group the share price of which continues to be buoyed by takeover speculation, reported a 32 per cent fall in 1985 income from continuing operations. Page 18

> woman died of cyanide poisoning after taking the Johnson & Johnson pain reliever. Page 7

> DAIMLEB-BENZ, Leyland, Iveco and Steyr-Datinler-Puch have closed their heavy commercial vehicle assembly plants in Nigeria and

a fifth is operating at 30 per cent ca-pacity because of a shortage of im-The EEC's economic and social PEMEX, Mexican state-oil concern

> AKZO, Dutch chemicals and fibres that the action was "unpleasant but

Israel ecstatic as Shcharansky flies in from the cold

the Soviet-Jewish human rights ac-tivist, received an ecstatic welcome on his arrival in Israel last night atter his release as part of an East-West exchange of prisoners in Ber-lin, writes Leslie Califf in Berlin. Having flown via Frankfurt, where he was reunited with his wife, Avital, whom he had not seen since their marriage in 1974, Mr Shcharansky was greeted at Tel Aviv airport by Mr Shimon Peres, the Israeli Prime Minister.

The dissident, who had been detained for nine years in Soviet prisons and labour camps, had proved that you can arrest a body but not spirit," Mr Peres, said.
"One must praise those who re-

main behind and continue to fight the attitude of the KGB ... of the main behind and continue to fight the attitude of the KGB ... of the modern-day pharoahs," said Mr publicised prisoner exchange on the

cow, Mr Shcharansky was freed in mid-morning, 25 minutes before the swap of eight convicted or suspected Western and Communist agents. ities had promised her husband The US had insisted on the dissi-would be allowed to follow in six dent's prior release to mark its remonths. But he was arrested in jection of Soviet allegations that Mr 1977 as one of the leaders of the un-

US Ambassador to West Germany, who stood with other Western and Glienicker Bridge which links West

to President Ronald Reagan.
In a ceremony which had been well publicised in advance by Moset off for Frankfurt and the reunion with his wife. After their marriage, she was allowed to emigrate to Israel and said the Soviet author-

Mr Shcharansky was personally years as an alleged CIA agent. He spent the next eight years in Soviet labour camps and prisons.

The exchange itself was wit-nessed by dozens of reporters and cameramen on the western side of

and Soviet military traffic.

official Soviet human rights move-ment and sentenced in 1978 for 13 Mr Meehan got out and walked over to the eastern side where Mr Shcharansky was turned over to A Mercedes Benz with Fast Ber-

the bridge and was televised live in West Germany and the US. West Berlin policemen patrolled the adja-

ends of the bridge. Normally it is closed to all but vehicles from Western military missions in Potsdam

Acting on meticulously planned directions, Ambessador Burt and Mr Francis Joseph Meehan, the US ambassador to East Germany, were driven from West Berlin to the white dividing line on the bridge.

lin licence plates also drew on to the bridge from the western side. It carried the most important negotiator in the prisoner exchange, the smiling Mr Wolfgang Vogel, an East Berlin lawyer. He and Mr Ludwig

Affairs, who negotiated together for months, supervised the exchange of hak Shamir, the Foreign Minister, agents. The prisoners were transvans parked on the bridge.

symbol of all freedom and human particular US President Ronald Soviet restrictions on Jewish Reagan and Mr George S hulz, US emigration. Secretary of State, for their efforts The release in securing his release.

they did not expect the release of the prominent Jewish dissident to presage a change in Soviet policy towards large-scale Jewish emigra-

MR ANATOLY SHCHARANSKY, Shcharansky after making a "thank bridge since the swaps started in cent snow-covered park while lim- Rehlinger, State Secretary in tion "We must not forget that our the Soviet-Jewish human rights ac- you" telephone call with Mr Peres 1962 under a cloak of secrecy.

In recent weeks Israel has softferred into East German and US ened its stand on Soviet participation in a possible international con-Andrew Whitley writes from Jerusalem: President Chaim Herzog, Instead of insisting on the prior responsing Mr Shcharansky as "a toration of diplomatic relations with Israel by the Soviet Union, the rights fighters throughout the Peres Government is linking it world, said he wished to thank in agreement closer to a relaxation of

n securing his release.

After a long campaign led by his
Leading Israeli politicians said wife, now an Israeli citizen, is

Continued on Page 18 Spy swap specialist, Page 3

Westland rescue may depend on 20% held by 6 mystery buyers

BY LIONEL BARBER IN LONDON

SIX MYSTERY shareholders, three represented by Swiss banks, con-trol 20 per cent of Westland, giving hem a decisive influence on today's shareholders' meeting which will vote on the ailing British helicopter maker's future.

The six shareholders emerged in a preliminary inquiry by the Lon-don Stock Exchange into share dealing in Westland last month. It means that, along with shareholders pledged to back either the European consortium rescue plan or the rival Sikorsky/Fixt offer, the future of the company rests in 12

The stock exchange inquiry revealed that 60 per cent of West-land's equity changed hands last month in 5,000 separate transac headed by Mr Peter Wills, a former deputy chairman of the stock exany of the buying was carried out in concert with supporters of the rival

Sir John Cuckney, Westland's n, said last night that he did not know the identity of the mystery buyers. "It is astonishing,"

Prime Minister) said that the future of Westland was a matter for shareholders. But this is not the sharewhat their motives are." Mr Michael Heseltine, the former rescue. British Defence Secretary who re-

MAIN WESTLAND **HOLDINGS (Jan 31)**

Alan Bristow 18,94% Hanson Trust 14.99% United Technologies 9.28% M&G fund management group 7.5% Lloyds Merchant Bank and GEC

United Scientific Holdings 4.8% (UTC also has an option to buy volved, the stock exchange inqui-4.26% of shares after February ries revealed:

Mystery buyers, 20.33% including: Three Swiss banks holding shares on behalf of unnamed beneficiaries, one UK industrial holding company, two unnamed

all shareholders 15.9%

signed last month after a cabinet people who are not identified."

tion of adjourning the meeting or of said. he said.

Mr David Horne, managing director of Lloyds Merchant Bank, advisboard's favoured rescue plans from ing the European aerospace consortium, said: Mrs Thatcher (the UK and Fiat of Italy. The rescue re-Sikorsky, the US helicopter maker, quires a simple majority. Most of the mystery buyers are

believed to have entered the market holders deciding, it is in the hands after last month's extraordinary of people who refuse to say who or general meeting of shareholders to vote on an earlier Sikorsky/Fiat The plan, requiring a 75 per cent

majority, failed. There followed period of hectic buying, as both the European consortium and Sikorsky attempted to garner enough shares and votes to swing today's meeting. Much of the buying was carried out through Rowe & Pitman, who are also Westland's brokers. But

to his administration. two other brokers Scrimgeour Vickers, and Hoare Govett, acting for the consortium, were also in The stock exchange team has

kept in regular contact with the Takeover Panel during its wide ranging investigation. One of its aims has been to establish whether any of the unidentified buyers was acting in concert with tile other main shareholders who comprise Mr Alan Bristow, Hanson Trust, the UK industrial holding company or row over Westland, called for an ad-journment of today's shareholders attle to prove the case either way: meeting. I think this is quite unac- Sir John said he had asked Unitceptable that a significant part of ed Technologies, the US conglomes the defence industries of this coun-ate and parent of Sikorsky, on a try should be under the control of number of occasions whether it controlled more than 10 per cent of

> On Monday, the European con-sortium which comprises British Aerospace, GEC, Agusta of Italy, Aérospatiale of France, and Mes-serschmitt-Bölkow-Blohm, declared that a tender offer of 130p per share to shareholders had failed.

> > Continued on Page 18 Helicopter sights contract, Page 18 Lex, Page 18

Aquino **spurns** advisory role

By Chris Sherwell and Reginald Dale in Washington

THE PHILIPPINES moved closes to outright confrontation between government and opposition last night as presidential contender Mrs Corazón Aquino rejected an unexpected offer from President Ferdi-

Mr Marcos, confidently expecting to retain power following last Fri-day's disputed presidential election, made the offer after the Reagan Administration signalled on Monday that he should accommodate the Philippines opposition through

In response, a spokesman for Mrs Aquino said simply: "We don't think he's our President any more. The opposition thinks Cory is Presi-

In Washington, Senator Richard Lugar, head of the official US election observer team, charged that the early voting count was "ma-naged" and some results aborted by government officials. But Mr Lugar, who reported to President Ronald Reagan at the White House yesterday, was cautious in his overat for fear of givi

Mr Lugar, after a 35-minute meeting with Mr Reagan, repeated-ly emphasised that the counting was still under way and Mr Marcos still had the chance "to count fair and square." Mr Marcos certainly had the power to manage the results, he said.

Leutwiler seeks further delay in SA repayments

BY PETER MONTAGNON IN LONDON

DR FRITZ LEUTWILER, the Swiss Bankers stressed that the proposmediator between South Africa and als have come from Dr Leutwiler as its creditor banks, has proposed a an independent mediator and refurther year's delay in repayment quire the endorsement of the South of most of the \$10bn in debt caught African authorities as well as the up in the payments standstill in banks. force since last August. Amor

core of proposals circulated yester- on the debt affected, although Dr day to some 30 leading creditor Leutwiler, a former president of the banks ahead of the next round of Swiss National Bank who is now full-scale negotiations scheduled for chairman of the Brown Boveri engi-February 20.

ling plan submitted by South Africa last year when the standstill was late last year which called for a imposed. freeze on repayments until 1990. They were roundly rejected by ceiving the proposals only yester-creditor banks.

terday was that Dr Leutwiler has have taken the hardest line on taken account of their continuing South African debt, were still awaitconcern over apartheid reform. The ing delivery by courier of the prochanges proposed by President P.
W. Botha in his speech to Parliament on January 31 were insufficient to permit a permanent respectfulling of the court scheduling of the country's \$24hn realistic. Though the downpayment foreign debt, they said.

Instead, Dr Leutwiler has called only a token, the interest margins Marcos an opportunity to declare South Africa's economic and finanthe election invalid.

The committee invalid is a shortcial situation in February next year term deal than those paid on reto see whether the country can schedulings by countries with return to normal borrowing or worse economic problems. whether further debt restructuring In his message to banks Dr Leuwill be needed.

caught up in the freeze would be on debt repayments. It was expectrolled forward until March 31 1987, although as a sweetener for the on current account of \$1.5bn this www.ess of the count. "In a systethat up to 5 per cent of the total matic sense, I believe the counting debt affected be repaid in quarterly continued on Page 18 instalments.

Among matters to be negotiated The recommendation is at the would be the interest rate payable neering concern, suggested adding The proposals mark a consider-up to a maximum of 1 per cent on able retreat from a tough reschedu-the margins in effect on August 28

Bankers said they had started re-Initial reaction from bankers yes- them, Some US institutions, which

of 5 per cent of the affected debt is

twiler said South Africa had only Meanwhile, all debt maturities very limited room for manoeuvre

Kodak plans to trim workforce by 10%

BY PAUL TAYLOR IN NEW YORK

EASTMAN KODAK, the world's largest photographic products group, said yesterday that it planned to trim its 128,950-strong worldwide workforce by 10 per cent this year as part of a four-point pro-amme to reduce its costs.

The Rochester, New York-based group, which once had a reputation

as a jobs-for-life employer, said that the steps announced yesterday were necessary to contain rapidly rising costs. In addition to the job cuts, Kodak

Reduce budgets by 5 per cent with immediate effect: ● Eliminate merit increases for 130 top managers; and Review employee wage dividends, which at present are based on the cash dividend paid to share-

Kodak's shares were down \$2% at \$48% in heavy trading after the announcement.

Mr Colby Chandler, Kodak's chairman and chief executive, said

At the same time, Kodak, which was forced to leave the instant photography market last month after losing a bitter court battle over patents with arch-rival Polaroid, warned that fourth-quarter net earnings would show a substantial

three quarters of 1985 fell by 27 per cent, reflecting "unfavourable currency exchange rates which re-strained prices and substantially higher costs associated with competitive conditions and product de-Kodak, which reported 1984

fourth-quarter net earnings of \$204m on sales of \$2.75bn, is due to announce its 1985 results next Because of the need to contain costs, Kodak said it planned *a re-

view of the manner in which the wage dividend for employees is cal-culated, with consideration being given to making the wage dividend a derivative of corporate earnings."
The company said the across the board job cuts would be aimed at elunavoidable in view of an intensively competitive environment and the iminating "functions which have relentless pressure of rising costs." the lowest priority."

Pickens bids gas company

By William Hall in New York

natural gas company.

Mesa Limited Partners is offering \$22 per share for KN Energy and says that combining KN's transmission and distribution as-sets with Mess's production assets

Pickens has made a bid for KN Energy and there had been specula-tion on Wall Street that he was planning an agreed bid for the company whose shares have fallen heavily since the onset of the slump in the US energy industry. However, Mesa said yesterday that it had tried on several occasions to meet KN Energy representatives

petroleum operations to its share holders.

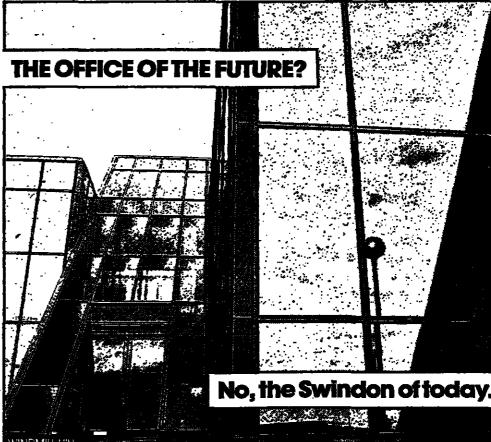
\$199m for US

MR T. BOONE PICKENS, the US corporate raider who has been keeping a low profile for almost a year since he lost a takeover battle for Unocal, the West Coast oil company, has re-emerged on the takeover trail and is making a \$199m bid for KN Energy, a small Kansas

is "highly attractive."

This is the second time that Mr

but had been unsuccessful. In New York, KN Energy shares jumped \$2% to \$22% in early trading yesterday. KN Energy defeated Mr Pickens last time by spinning off its



Swindon is one of the fastest growing technology-based commercial areas, not only in the UK, but the whole of Europe. One of the strongest economies in the EEC, too.

For relocation or expansion, there's no question: Swindon is the place. At the centre of the Western Corridor; an hour from Heathrow by road and

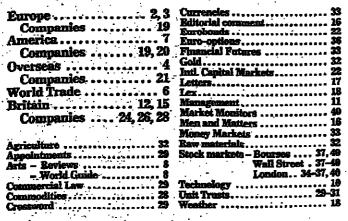
barely 50 minutes from London by train. Overheads are low, productivity high, industrial relations are excellent and the quality of life in Wiltshire outstanding.

future, think again. Get the Fact File. Confact: Douglas Smith, Industrial Adviser,

Tel (0793) 26161 or telex 444449. Civic Offices, Swindon.

If you thought you had to wait - or pay through the nose - for the JOIN THE

__ CONTENTS _



on Management: Brother In-Netherlands: worries lower gas revenue 2 dustries dilemma 11 Southern Africa: cost of Editorial comment: French

World trade: East Europe's Textiles: impact of Coats/ dumping in US 6 Vantona merger 16 Antarctica: dispute over Japan: banks' unbroken seventh continent 6 growth overseas 17 Technology: aircraft of the Lex: Westland; Amstrad: 1990s 10 CBS 18

Madrid calms Moslem fears in Spain's North African enclaves

AN AGREEMENT between the Madrid Government and leaders of the Moslem communities in the Spanish garrison towns of Ceuta and Melilla on Morocco's Mediterranean coast has served to defuse growing tension in both enclaves over the imple-mentation of a new aliens law. It has averted, for the time being, fears of a confrontation with the Rabat Government.

The accord, which followed talks here on Monday at the Interior Ministry, includes the creation of a joint committee formed by Moslem representatives and Madrid officials which will "study solutions favouring will " study solutions favouring the full integration into Spanish society of the Moslem residents in national territory."

Last month, strikes and clashes with riot police were reported in Ceuta and Melilla as Moslems protested against the legislation on the grounds that it denied them Spanish nationality and made them subject to expulsion from the

In Melilla, only 7,000 Moslems among a community estimated at 27,000 have Spanish nationality and enjoy full civic rights. The situation is similar in Ceuta which is situated across the Straits of Gibraltar. The two enclaves have been held by Spain since the 15th century.

The unrest was closely moni-tored by the Moroccan media and reignited longstanding by King Hassan in 1975 which



demands for their incorporation into Morocco. Although Madrid officials say staunchly that the issue is an entirely different one, Morocco's claims to Ceuta and Melila mirror Spain's on British-held Gibraltar.

At the weekend, Mr Mohamed Bucetta, leader of Morocco's opposition party, Istiqlal, and a former Foreign Minister, staged a political rally in the town of Nador, just beyond Melilla's 5.6 square mile municipality and promised to "liberate Ceuta and Melilla whatever the cost." Mr Bucetta compared Spain's treatment of Moslem residents in the enclaves with the lot of blacks in South Africa and of Palestinians in Israel. He said he did not discount a new "green march"—a reference to the huge mobilisation organised

led to Spain's withdrawal from the Western Sahara and the annexation of the territory by

Spanish Foreign Ministry officials played down the implications of the Nador meeting yesterday, stressing that Mr Bucetta was now in opposition and that the chief interest of both the Madrid and Rabat governments was to maintain friendly relations.

The agreement with the Mos-lem community; leaders in-cluded among other points an undertaking to speed up the acquisition of Spanish nationality for those residents who meet the required condi-tions and a promise to improve the housing and services in the

Mr Aomar Dudu, leader of the Melilla Moslems and a prominent organiser of the protest movement, said he was satisfied with the talks and that there would be no further demonstra-

The agreement could, however, come under fire from peninsular Spaniards in the enclaves who have opposed the extension of Spanish nationality to Moslems, as well as from Rahas sizes the Morrocan Rabat since the Moroccan Government disputes Madrid's description of the towns as "national territory" and has no declared interest in the "full integration" of Moslem residents into Spanish society.

Laura Raun reports on implications of energy price changes for the Dutch budget Gas revenue fall worries Netherlands

A SHARP fall in natural gas revenue expected this year has provoked a major debate in the Netherlands following the fall stocks in the oil price to which gas Mr

Mr Ruud Lubbers, the Dutch Prime Minister, recently warned that fresh cuts in Government spending — and possibly tax increases—would be needed next year to fill the gaping hole left in the budget.

The Liberal Party, the junior partner in the governing centre-right coalition, and employers' associations accused Mr Lubbers of playing "panic football" and argued that a closer look at public finances would show no need for higher

in the oil price to which gas is linked.

Gas fills more than half of the election on May 21, and his statement may have been designed to get an idea of provides more than one-tenth of all state income. Revenue even before recent events in the oil state income, recent events in the oil and higher predicted to fall by 25 per cent to FI 17.9bn (£4.7bn) this year due to the weaker dollar, lower exports and higher production costs. The Netherlands produces 1,830 trillion (million million) metres of gas per day.

The collapse of oil prices now cent of net national income this means that only F1 15bn will

The collapse of oil prices now cent of net national income this means that only F1 15bn will year to 9 per cent next year. Not surprisingly, the picture 8 per cent of total income. That for this election year is brighter is likely to drop again to than previously forecast. The F1 12.5bn next year, the smallest 7 per cent budget shortfall is amount since 1979. even smaller than originally promised by the Christian Democratic-Liberal coalition when it entered office in November 1982.

Mr Lubbers figures for 1987

were too hasty, according to employers' associations, who argue that cheaper energy prices could stimulate economic growth by a percentage point to around 31 per cent, which in turn would generate more tax

Dutch industry argues that it will gain little from lower energy costs because competitors in neighbouring countries, which import a lot of Dutch The opposition Labour Party tors in neighbouring countries, contends that industry will which import a lot of Dutch profit most from lower energy gas, will also benefit from lower



prices. Moreover, the 20 iargest companies get an energy subsidy under a special regula-tion that expires next year.

Plentiful and relatively cheap gas has fuelled the growth of energy-intensive sectors such as oil refining, chemicals and food

processing, which dominate Dutch industry.

The outlook for gas prices and public finances may be clearer when Mr H. Omo Ruding, the Dutch Finance Minister, presents a broad sketch of the 1987 budget next month. The political campaign in the run-up to the May elections could also clarify the picture as the parties present their platforms to the voters.

A more fundamental question

since the huge Groningen gas fields were discovered in 1959, most of its earnings has been used for welfare and social security benefits.

gas utility, has expressed con-cern over the country's shrink-ing share of the European gas

sketch of the 1987 budget next month. The political campaign in the run-up to the May elections could also clarify the picture as the parties present their platforms to the voters.

A more fundamental question in the gas debate is whether sufficient preparations are being made for the day when the resource runs out in about 25 years. Mr J. J. Kremers, a Dutch econometrist at Oxford's warn that public finances must be completely overhanied because most of the gas revenue has been spent on consumption, not investment.

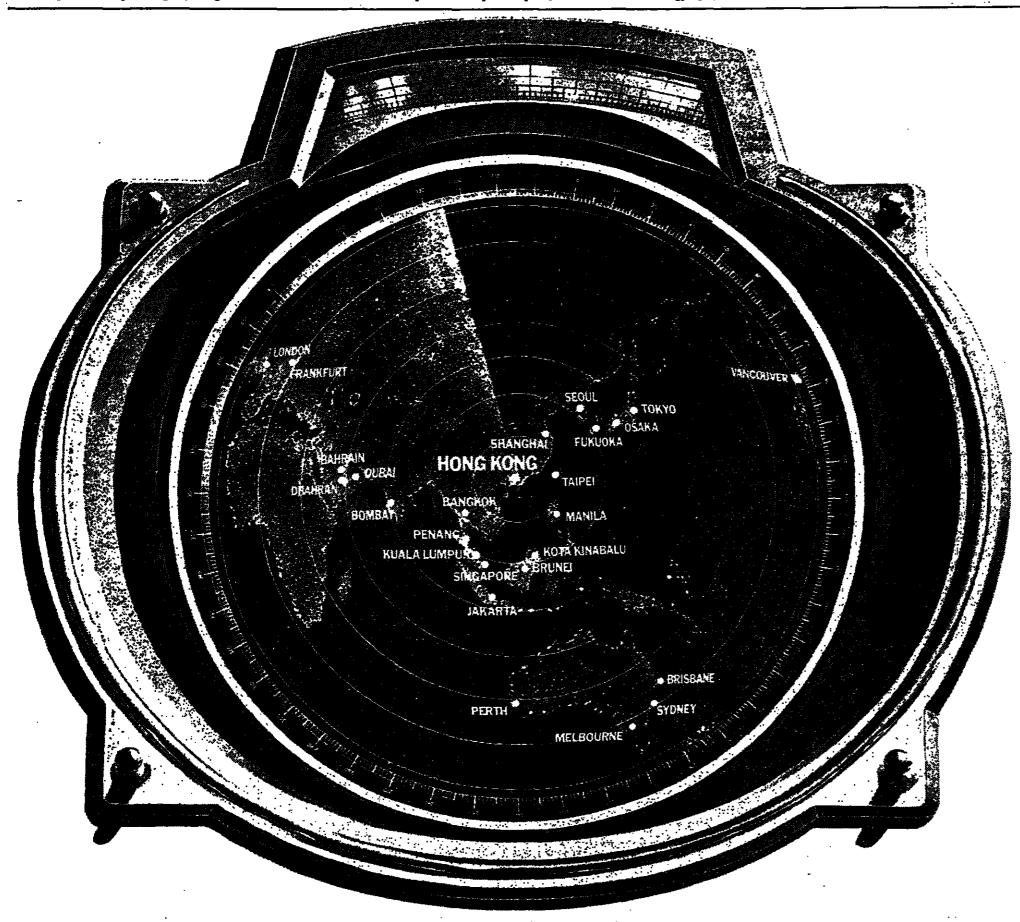
Since the huge Groningen gas fields were discovered in 1959, most of its earnings has been used for welfare and social security benefits.

The Government's policy of that heavy taxes and social security benefits.

The Government's policy of that heavy taxes and social security premiums eventually can have been educed. The austerity pall-has worked so well that reserves estimates have been has worked so well that re- cies of the past lew years have serves estimates have been meant sacrifice for welfare reciralised and Gasunie the national pients, civil servants and gas utility, has expressed con- Government Ministers but no

ing share of the European gas market.

Competition from Norway, the Soviet Union and Algeria prompted the Dutch to extend into the next centumy their and the next centum t



We can pick you up all over the Far East.

Cathay Pacific is Hong Kong's airline. We carry the business traveller to and from more major Asian destinations, more often and in greater style than any other airline.

And while no business trip is meant to be a holiday, we make sure the time you spend with us is definitely a pleasure.

For full details of our services to Hong Kong (daily via Bahrain, non-stop on Saturdays) and our comprehensive network of Far Eastern flights, see your travel agent or call us on 01-930 7878 or Linkline 0345 581581.

-Arrive in better shape

BIS to act as clearing house for Ecu business

THE BASLE-BASED Bank for leading central banks, will open THE HABLE-BASED BREK for leading central datas, will oper-international Settlements yes—are clearing accounts initially terday agreed to act as a central for seven commercial banks in-clearing ouse for te proposed volved in Ecu settlements, system for settling commercial Later, the number of clearers banking business denominated could be expanded to a maxi-in Ecus, te currency with of te mum of 30.

ing approval in principle by its board yesterday, to BIS would sortly sign a formal agreement wit te commercial banks involved, paving te way for te system to begin operating in te final quarter of the year.

Te clearing system is expec-ted to stimulate further growth of banking transactions in Ecus which have increased dramatically in popularity in secent

The seven commercial banks involoved initially are: Banque Brexelles Lambert; Generals Bank and Kredietbank of Brussels; Lloyds Bank of London; Credit Lyonnais of Paris; Kredietbank Luxembourg

Turkey seeks advice on restructuring industries

BY DAVID BARCHARD IN ANKARA

its pulp and paper, engineering, mining and electronics industries, say officials at the state planning organisation. They will follow others on the privatisa-tion of Turkish Airlines, and the cement, textiles and fertiliser

Unities:
Unities those earlier reports, however, the new studies will look at the restructuring of an entire sector and will cover private and public enterprises. Six foreign consultancy firms will be invited to bid for each report and will be expected to work with a Turkish partner. "The intention is that they should help in the development

of local skills in Turkey," an official said. Advisory groups have already seen formed between govern-ment and industry to consider each sector's future. "It is clear that Turkish industry has to adjust. What we are trying to do now is to find the export and long-term potential of each sector," said the official.

The sectors involved cover

TURKEY IS commissioning mining agency Etibank, and the four new international consultancy reports on restructuring Testas. Several of these are thought to be earmarked for eventual privatisation if they can overcome their internal problems which range from had management and inadequate

The potential for their privatisation is being reviewed in a masterplan drawn up by Morgan Guaranty of New York which recently submitted a preliminary report to the

The Government's original emphasis on privatisation seems to have deepened into a ise each major sector of Turkish industry in both the private and public sector. The work on the engineering ind try, for example, will inch Turkey's fledgling mo

Bulgaria reacts angrily to Ankara 'hostile campaign'

BULGARIA'S war of words with Turkey over allegations that it is persecuting its ethnic Turkish minority intensified yesterday with a sharp attack by BTA, the official Bulgarian

news agency.

In what is described as an authorised declaration, the agency rejected as "malicious fabricatious" Turkish claims about "coercion, casualities, dembolished mosques and encroachments on the Moslem religion, "and accused the Turkish Government of carrying out a hostile campaign to damage Bulgaria's prestige. damage Bulgaria's prestige.

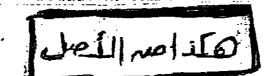
countries have been poor following widespread press reports and accusations by Turkish diplomats that Bulgaria's estimated 800,000 ethnic Turks were subjected to a systematic campaign of repression to force them to change their names to Bulgarian ones last year.

Clashes between the Bul-garian security forces and ethnic Turks are reported to have led to heavy loss of life among Bulgaria's Moslem

Western diplomats in Sofia

may have been prompted by the decision at an Arah League meeting in Morocco last mouth to set up a special committee to examine the allegations and report back on its findings following heavy lobbying by Turkey. Bulgaria has close ties with radical Arab states and Iran which could be damaged by Turkey's allegations.

> FINANCIAL TIMES FINANCIAL TIMES, USPS Changes to FINANCIAL TIMES, 14 East 50th Street, New York, N.Y. 18022.



EUROPEAN NEWS

US puts priority on chemical weapons ban

THE US is giving greater key element in the security of priority to prohibiting chemical the West. weapons than to banning the West.

Weapons than to banning More work was also needed on seismic verification and onsite inspection. Mr Lowitz said, acknowledging a division of opinion over the means of sentiafive, told the United Nations Conference on Disarmament here yesterday.

The shortest path to a reservice here is a constitution of the sential part of the shortest path to a reservice here is a constitution of the shortest path to a reservice here is a constitution of the shortest path to a reservice here.

Nations Conference on Disarmament here yesterday.

The most urgent issue for the convertice "at this time" was to a negotiate a tunny the global ban on the development, production, stock weapons, the ambassador said.

Mr Lowitz was laying out Washington's position after other delegations to the 40-mation conference had last week stepped up pressure on the US to stop testing nuclear weapons. Their attitude was summed up by Mr Richaff Bufler, the conference's Abstralian president, when he said that after the Soviet Union had agreed to inspection of its nuclear test sites inspection in the US and the Soviet Union have started bilateral talks to implement the commitment of the use of the US and the Soviet Union have started bilateral talks to implement the commitment

s mind."

Mr Lowitz emphasised yester-implement the commitm

made by President Reagan day that "at the present levels made by President Reagan and nuclear deterrent, which was a Mr Gorbachev at their summit still played a role for the US in meeting in November to ensuring the effectiveness of the nuclear deterrent, which was a chemical weapons ban.

to the back and

Call cities life's

Har while or wife

caring

)USINESS

LT; COMBINES

an an ital park Ci

wer comparie The much se

er erbring at

CONTRACTOR TO P Change

err at a mag

್ ಜಾಚಿ ಜಾಹಿತಿ

And the state of the

∞rd Krebeka CONTRACTOR OF THE PARTY OF THE . vonnau (f erbang Luice institute in ir Territo il 🖣

dvice a

dustrie

- That Even

electerity of the control of the con

and the state of t 17 Culture

1832 T

THE PROPERTY OF THE PARTY OF TH

100



Mr Anatoly Sheharansky (left) walks to freedom across Berlin's Glienecker Bridge with the US ambassador to Bonn, Mr Richard Burt. For more than two decades the bridge has been the site of some of the most famous exchanges of

sples and prisoners between East and West
During yesterday's exchange, East Germany released Mr
Dietrich Niestroj and Mr Wolfgang Georg Frohn who were
serving life sentences as Western spies. Czechoslovakia freed
Mr Jaroslav Jaworsky, sentenced to 13 years in jail in 1979
for helping people escape to the West.

The United States released Mr Karl Koecher and his wife

The United States released mr Asi's Acceler and his wife Hana, both serving prison terms for espionage. West Germany set free Mr Jevjeny Semyakov, a Soviet computer specialist, Mr Jerzy Kaczmarek, a Pole, and Mr Detlef Scharfenorth, an East German. All were accused of spying.

East Berlin spy-swap specialist prepares way for Shcharansky

DR WOLFGANG VOGEL, the East Berlin lawyer who helped negotiate the release yesterday of Mr Anatoly Shcharansky, the Soviet dissident, calls himself an "honest broker" between East and West. But he is also

East and West. But he is also much more.

Acting on behalf of the Soviet and East German governments, Dr Vogel first came to public attention in 1962 when he negotiated the exchange of Francis Gary Powers, the pilot of the US U-2 surveillance aircraft shot down over the Soviet Union. Powers was swamed Union. Powers was swapped for Col Rudolf Abel, a Soviet spy jailed in New York.

spy jailed in New York.
Since then, the soft spoken, elegantly-tailored lawyer has discreetly travelled under several aliases whenever East and West wished to swap spies. In the process, he gained several admirers among Western officials including an American diplomat who diplomat ecame the godfather of his daughter.

Dr Vogel negotiated the ultimate release of Guenter Guillaume, the East German spy in former Chancellor Willy Brandt's office, as well as the exchange of Heinz Felfe, a senior West German intelli-gence official who was an East German agent, for several West German spies imprisoned



working out the deal in 1969 in which Britain swapped three arrested Soviet spies — Gordon Lonsdale and Peter and Helen Kroger — for British subjects arrested in the East.

But this is only one side to his activities. Since 1963 Dr Vogel has represented the East German Government in the release to West Germany of thousands of political prisoners and captured escapees as well as the uniting of East Germans with their

D-marks of goods badly needed by East Germany. This gained him a frequently unfriendly press in West Germany where he was accused of being in "a trader in humans."

While Dr Vogel does not deny that hard currency was a motive in some of his trans-actions, he stresses that his government was keenly interes-ted in reaching humanitarian solutions.

The money — in the form of consumer goods and industrial wares — is seen by East Germany as compensation for the loss incurred in educating and training citizens who are allowed out.

He has no need of membership. Eastern Europe's most prominent lawyer is a confidant of the East German leader. Mr Erich Honecker, and has received the country's highest awards for his services. Dr Vogel's lifestyle—a new Mercedes, his lakeside home outside Berlin and his well-

appointed office in the Reiler-strasse in East Berlin—inevit-ably set him apart from all but a handful of privileged East Germans. Friends, however, claim he never became what he is just for the money. They note that he could have earned

Walesa slander case dropped

By Christopher Boblask

THE POLISH authorities yesterday backed away from a confrontation in court with Mr Lech Walesa, the Solidarity leader, over the validity of last autumn's parliamentary elec-

After an all-day session in the Gdansk court, the prosecutor said he was withdrawing his charge that Mr Walsea had slandered returning commissions in the elections by giving his own turnout figures which were some 15 per cent lower than the official ones.

Mr Walesa said later that "reason has triumphed" and that the decision had been "the

first step to a compromise." He had been brought to court originally on a private slander charge by the chairmen of 10 electoral commissions in six northern Polish cities. But in court yesterday, speaking strongly and wearing his strongly and wearing his Solidarity badge, Mr Walesa stated that it had "not been my intention to slender or demean anyone" by publishing

his own independent results. After a nearly four-hour delay, which could only mean that the authorities in Warsaw were trying to decide whether this was enough, the prosecutor announced that Mr Walcza had in the east.

He made a series of undercover trips to London before

relatives in the West.

West Germany paid for this as a corporate lawyer in the was withdrawing his case.

many times what he does now announced that Mr Walcsa had satisfied the officials and that he was withdrawing his case.

Younger Netherlands the ice

By Bridget Bloom.

Defence Correspondent
MR GEORGE YOUNGER.
Britain's Defence Secretary, is
to meet Dr Manfred Woerner,
his counterpart in Bonn on
Monday. It will be the British
minister's first; encounter with
one of his European colleagues one of his European colleagues since he took office following Mr Michael Heseltine's resignation

Michael Heseltine's resignation nearly five weeks ago.

His trip to West Germany, during which he will also visit units of the Rhine Army, is being seen in London as an im-portant stage in the effort to reassure Nato allies that Britain continues to appose European

discussed. defalls on European views.

These will include the European Another is the possibility of



arms talks for Nitze

MR PAUL NIZE, the US President's arms control adviser, briefed Dutch leaders today on the Geneva disarmament talks and the Soviet proposal for a nuclear-free world.

The consultations were part

of a European tour of four or five capitals to confer with allies on the US-Soviet arms talks. Mr Nitze, a former arms negotiator in Geneva, is to attend a meeting today in Brussels of Nato's Special Consulttative Group.

portant stage in the effort to reassure Nato allies that Britain Washington is making a two-centinnes to support European defence collaboration. Rowney, another disamnament Mr Younger will try to set at specialist, touring Asian rest fears, in the waste of the capitals. At least three main Westland affair, that the rooperation policies which were of: them is Mr. Mikhall such a feature of the Heseltine Gorhachey's proposal for a era will now be less warmly phased elimination of all espoused.

The two ministers have never 2000, an ambitions plan that meeting is being described as a from both sides of the Atlantic.

"getting to know you?" session. President Ronald Reagan
However, key projects involving apparently plans to respond
the two countries will also be soon, but first wants more
discussed.

These well include the France.

These will include the European Fighter Aircraft (EFA), in which Britain. West Germany, Italy and Spain are cooperating and where there are nascent Anglo-German difficulties over the aircraft's weight and its interim engine in particular.

The controversial howitzer project, known as the SP70, will also be discussed in the effort to avoid cancellation.

Another is the possibility of early progress on an intermediate-range forces accord which was encouraged in the final communique from the Geneva summit last November between Mr Reagan and Mr Gorb a chev. Medium-range micelar missiles in both Europe and Asia are involved.

A third issue is a follow-up summit. There are some indications that Moscow is having second thoughts about the idea.

second thoughts about the idea.

Mr Nitze was also thought likely to have discussed with Mr. Raud Lubbens, the Dutch Frime. Minister, the latter's possible meeting with Mr. Gorbachev for talks on European and the state of the pean nuclear missiles in the wake of the Dutch decision last November to deploy US cruise missiles.

missiles.

The Hague, which has been consulting with Moscow about a date and engenda, is insisting that a meeting include more than just missiles. With the Netherlands currently presiding over the European Community's Council of Ministers, the Dutch are believed to want to discuss broader security issues, as well as trade topics.

Before we developed a computer system for the police, we looked at their customers. When Surrey Police were

looking for a computer they made (not surprisingly) a thorough investigation. They interviewed a number of different computer companies but they chose Burroughs' B20 Series.

Before we installed their computer system, we looked at the way people in their office actually worked. We asked who they needed to talk to inside the office and whether they needed access to a main frame computer. (Since Burroughs also supplied. the Police National Computer, this particular task was made easier but, in fact, the B20 Series can link into most mainframes).

In this case, of course, the office belonged to the CID, so at the same time as building an identikit picture of the way they worked, we looked at how their customers

Already the B20 Series has been taken to the scene of the crime and housed in a

local Incident Room on four major investigations. One such case was the search for the M4 rapist, which involved clusters of B20's in two constabularies linked to the Police National Computer.

The flexibility of the B20 cluster allowed one workstation to work on the M4 enquiry, while another was helping police with their enquiries into a major robbery. In fact, they could cluster up to 64 workstations.

As well as the B20, Surrey Police have also installed an Ofisfile, a filing system that's again designed for the way people work. As Deputy Chief Constable John Evans of Surrey Police says: "We can actually ask it something like 'man with grey eyes' and it will tell us how many times the phrase came up in interviews."

(In a fraud case a con-man may change

his name four times but he won't change his face, or the colour of his eyes.)

However, the proof of the pudding for John Evans is this: "As a cynical policeman, the great advantage for me is that operational detectives now actually want the system."

In many ways, that's what people are finding whenever our office automation systems are installed. In manufacturing for example, distribution, commerce, retail.

finance and government. In the words of the famous American TV police series, there are a million stories

to tell. This has been one of them. For more information call Brian Reynolds

on 01-750 1420 or write to him at Burroughs Machines Limited, Heathrow Hse., Bath Rd., Hounslow TW5 9QL

Burroughs

Belgian coalition likely to win decree law powers BY PAUL CHEESERIGHT IN BRUSSELS

BELGIUM'S NEW centre-right and it will only be then that the coalition. Covernment has full parliamentary procedures jumped the first crucial parlia—will have been completed to mentary hundle in its attempt give the Consumer special parliamentary hundle in the second of the processor. mentary hurdle in its attempt to win special powers for running the economy by decree.

Legislation has been approved by a special 20-member committies of the Chamber of Deputies, it will go to the a vote by the full Chamber sometime before the end of the month. The law, broadly giving the Government the same freedom of action it enjoyed in 1982-84, is expected to pass comportably.

The nurliamentary moves give the Government special powers. Once the legislation has cleared the Chamber of Deputies, it will go to the examined by a special committee and debated by the full house.

Assuming the Government special powers will run until the end of March 1987, although decisions taken under them could have effects lasting well beyond the expiry of the

The parliamentary moves come against a background of heightening domestic criticism. Under these powers, the Government imprisity of

The parliamentary moves come against a background of heightening domestic criticism on the apparent inactivity of the Government and signs of divergent approaches among ministers.

The ruling parties—Christian Democrats and Liberals from both sides of Belgium's linguistic frontier—strengthened their position at a general election. last October, in government they are led by Mr Wilfried Martens. But he will wait at least antil April before läking decisions on how to check the erosion of Belgium's international competitiveness.

Buthelezi rejects reform proposal

CHIEF Gaixing Buthelezi, the Zulu leader, has distanced himself from proposed talks with President P. W. Botha's government on South Africa's future. leaders.

cipation in the National statubies January 29 speech at the he has not told South Africa where he is leading the country because, if he did, it would be totally unacceptable to blacks," Chief Buthelezi said.

Last Friday President Botha publicly repudiated a statement by Mr Pik Botha, the Foreign Minister, that it would be pos-sible for South Africa to have a black state president. This repudiation, Chief Buthelezi said, had left black South Africans

"At this stage, in the wake pate in the National Statutory Council."

President Botha proposed

Chief Buthelezi initially re-Buthelezi says he now wonders

"At this stage, in the wage of the state president's outburst on Friday, I would not even Botha's parliamentary opening attempt to seek a mandate from plack South Africans to participate in the National Statutory of the National Statutory opening at the National Statutory opening opening at the National Statutory opening at the National Statutory opening at the National Statutory opening ope He added that an unequivowas now expected by black South Africans. These two acts whether there has been a break, which define South Africans the formation of a national "The state president's out-racial groupings and which president to resolve burst against Mr Pik Botha scribe where they can live, are the added that it made parti-black and white differences in gives us reason to believe that fundamental to apartheid.

Stephanie Gray reports on efforts to reduce reliance on Pretoria

Southern Africa wins donor backing

southern African countries met in Harare recently to review their economic performance over the last five years, the reports before them expressed some grounds for optimism.

The nine are all members f the Southern African Development Co-ordination Conference (SADCC) which was set up in 1980 with the aim of reducing their almost total economic dependence on

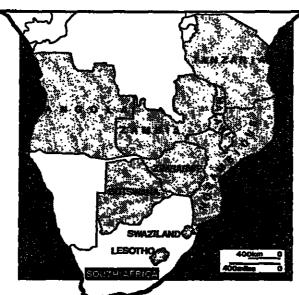
South Africa. The good news included the end of the drought in the area. and the support from Britain, the US and the World Bank for the group's projects, if not its political ambitions. More than \$1bu has been raised toward the cost of almost 400 cohemes.

Of the \$1bn secured so far (a further \$1.5bn is under negotiation) some \$730m is going towards transport and communica-tions, mainly the Dar es Salaam, Maputo and Beira rail corridors and ports. A sum of \$108m is slated for agriculture, \$41m for energy and \$220m for industry. The total cost of all the projects is put at about \$5bn, of which \$4bn is to come from out-

side the group.

The overwhelming reality, however, is that the SADCC states — Angola, Botswana, Lesotho, Malawi, Mozambique, Swaziland, Tanzania, Zambia and Zimbabwe—have been running fast to stay in the same

landlocked and rely heavily on South African rail routes for their trade. Alternative routes, particularly through Mozam-bique, for which Western donors have pledged millions of dollars in aid, are subject to constant sabotage.



SADCC's secretariat in Market from South Africa's military interventions in five Gaborone estimates that South African or South African-backed countries' economies were hard aggression has over the past five years cost the countries \$10bn. Of that sum, \$3bn has had to go on extra defence spending. Zimbabwe's army, for instance, plays a big role in guarding Mozambique's rail routes and power supply against attacks by the rebel Mozambique National Resistance (MNR).

Mozambique and Angola have suffered the most war damage

What is the

European Economic Community doing at the PHLX?

Philadelphia Stock Exchange Within U.S., Toll free: 1-800-251-1677 Philadelphia: (215) 496-5404 London: 01-606-2348 1900 Market Street, Philadelphia, PA 19103, European Office: Basildon House, 7-11 Moorgate, London EC2R 6AD See Telerate page 257.

Buying options on the European Currency Unit. As a matter of fact, the whole world is taking advantage of this exciting new concept in options trading available at the PHLX. The ECU option offers

those with an opinion on the direction of the dollar against European currencies a new means of action.

It also serves those who have no opinion but need to

hedge against currency fluctuations.

Those that are operational expelled in return for South are in such bad repair that their Africa's pledge to halt support use is limited.

hit by the progressive decline during 1984 and the sudden col-lapse last September of the South African currency.

The precipitous fall in the rand cheapened the prices of South African goods, which compete with both domestic production and intra-SADCC exports. The same is true in retrieve of president espect of services.
At the same time, those

SADCC states which export to South Africa faced loss of marand the highest military costs, South Africa faced loss of mardespite Maputo's peace agreement with Pretoria under which
members of the banned African
National Congress were to be labour forces fell sharply.

Progress on economic dis-engagement has also been ham-pered by the SADCC's decen-tralised system, under which energy, transport, communica-tions, agriculture and man power management is devolved power management is devolved to member states. Decisions are made by consensus. The process is slow and donor countries have made plain their irritation at the snall's pace at which their funds have been used.

Modest progress was reported to the conference in the areas of agriculture, small energy projects and telecommunica-tions, but it was overshadowed by continuing unrest within South Africa's borders and ever more strident calls for sanc-tions against the apartheid

For the first time, Eastern Europeans, always more ready with military assistance than hard cash, were present as were representatives of the African National Congress, the South-West Africa People's Organisa-

tion (Swape) and the Pan African Congress. Such overt politicisation was clearly due to the unrest in South Africa and the improved prospects of meaningful Western sanctions being Western sanctions being imposed against the republic. damage the economies of the front-line states, especially if South Africa retallated, Swazi-land, Malawi and the newly installed Lesotho Government, either publicly or implicitly oppose sanctions.

The majority of SADCC states, however, argue that the cost of sanctions is less than that of the destabilisation. If

Egyptian economic crisis grows more acute

By Tony Walker in Calro

THE ARREST of more than 100 workers in a Nile Delia town at the weekend after more than two days of agitation for pay increases, was an owinous sign for the Egyptian Government con-fronted by an economic crisis-which is daily becoming more

acute.

The slide in oil prices is disastrous for Egypt at a time when all its other sources of hard currency are under severe pressure. Egypt has slashed oil production by more than 200,000 barrels a day, or about 20 per cent of output, from a figure of around 870,000 barrels a day.

Oil income reached \$2ba Oil income reached \$2bm (£1.4bm) in fiscal 1984-85. Production cuts plus the effects of the price slump may well halve oil revenues at a time when Egypt is encounter-ing critical balance of pay-ments and debt service prob-

General Ahmed Rushdi, the Interior Minister, said on Monday that the III workers arrested at a textile factory at Mehalla morth of Cairo, were "known elements of extremist bodies." He added: "Egypt will not allow these elements to obstruct work, lower production and destroy our economy . . it is a crime unacceptable under the pre-sent circumstances."

sent circumstances."

His warning mirrors these issued on several occasions recently by President Hosnel Mubarak who made it clear that his administration's patience was wearing thin.

The semi official press has this week been preparing the ground for appalatable measures in the face of the looming economic crisis. The looming economic crisis. The editor of the mass circulation

al Akhbar newspaper, in a front page editorial, said that Egyptians would have to con-sider sacrifices to cope with Egypt's trade deficit, ace ing to a preliminary estimate, reached a staggering \$7.7bn

in 1984-85. Its foreign debt is said by the IMF to have reached \$32.5bm or about 35 per cent of current account Foreign bankers are now saying there appears little al-ternative to a comprehensive

rescheduling programme for Egypt which is in arrears to many of its creditors.

Added to Egypt's ecot difficulties, are apparent poli-tical differences within the administration over economic policy. Dr All Luth, the new Prime Minister, is understood to be having a hard time per-

food price riots, of the need for potentially unpopular

UK confirms Nigeria post

BRITAIN will send a new High Commissioner, Mr Martin Ewans, to Nigeria at the end of this mouth, the Foreign Office confirmed yesterday, writes our foreign

Gen Ibrahim Babangids, the Nigerian President, said on Monday that his Government was in the process of nominat-

Lendon.

It will be the first time that a British High Commissioner has served in Nigeria in more than a year and a half. Both countries withdrew their chief representatives in the furore that followed the abortive kidnapping attempt in London in July 1984 of a in London in July 1984 of a prominent Nigerian exile wanted by the Nigerian authorities at the time.

Hawke orders fuel price study

Australian Prime Minister Bob Hawke has appointed a five-member cabinet commit-tee to study demands, parti-cularly by farmers, for lower fuel prices, government officials said, Reuter reports. They said the Government would lose 51bu a year if the would lose 51bu a year if the committee recommends that consumers receive the full benefit of the recent fall in oil prices. Lower prices would also pose serious budgetary difficulties and may curtail oil exploration and development in Australia, they said.

Iran claims seizure of Iraq oil port six miles from Kuwait

No. 1997 Control of the Control of t

BY KATHLEEN EVANS IN KUWAIT

IRAN SAID its troops had seized the old Iraqi oil terminal at Fao on the northern shores of the Gulf yesterday, just six miles away from Kuwaiti territory

Iraq has rejected the claim, saying that its counter offensive had left thousands of enemy corpses floating in the Shatt al.

Arab waterway. Baghdad officials said that its forces had recaptured the island of Umm al Rassa, which the Iranians claimed they had taken two days ago.

days ago.

The Iraqi oil port of Pao faces the Khor Abdullah waterway which separates Iraqi territory from the Kuwaiti island of Bubiyan. The Iranian claim was made during a mass rally in Tehran by Iranian President Ali Khamenei who warned Kuwait not to allow Iraqi troops to use Bubiyan Island. He said that Iran had despatched an envoy to discuss despatched an envoy to discuss the matter with Kuwait.

"I have sent an envoy to Kuwait." President Khamenei.

rent Iranian offensive. The Kuwait Government, together with the country's parliament, expressed alarm over the latest offensive by Iran and said that it would increase the possibility

of superpower intervention in the region. Western diplomats discounted the possibility, however, of Kuwait asking the US to inter-vene should the Iranian troops get nearer.

Kuwait is linked in a loose security agreement with its Gulf neighbours and it is a member of the Gulf Rapid Deployment

Bubiyan Island has long been a foreign policy problem for Kuwait. Iraq has historically laid claim to the island and made frequent requests to Kuwait to allow military facilities to be based there. Baghdad has argued that they need the island to protect their naval base at Umm Qasr. Yesterday, President

Yesterday, President Khamenei claimed that Iranian troops were overlooking the oil

Extremists kill moderate Sikh as attacks increase

BY JOHN ELLIOTT IN NEW DELHE

EXTREMISTS IN the northern are now taking place almost Indian state of Punjab have daily. The average is running increased the number of at about five killings a week assassinations in recent weeks which compares with the death and the total number of people toll two years ago when the killed in individual attacks has Punjab was approaching its risen to nearly 100 since state elections last September.

Yesterday, Mr Dalip Singh, a 60-year-old leader of the Sikhs moderate Akali Dal Party which

won the elections, was shot dead.

Such essassinations, usually attributed to Sikh extremists,

worst crises

The situation is causing growing concern for the central Government of Mr Bajiv Gandhi, Prime Minister. It means that hopes have not been realised of the Sikhs Akali Dal Government maintrining control of the

Gandhi reconsiders role over Sri Lanka

By Mervyn de Silva in Colombo INDIA is taking an increasingly tough stance over Sri Lanka's ethnic crisis, with Indian Prices Minister Rajiv Gandhi reconsidering his role as mediator in the conflict.

the conflict.

Mr Gandhi told a news conference on Monday in Male. capital of the Maldive Islands, that "the Sri Lankan Government should let us know whether it was really interested in the initiative India has taken."

He was speaking in the presence of his Foreign Mini-ster, Mr Romesh Bhandari, the ster, Mr Romesh Bhandari, the key negotistor between Sri Lanka and expatriate Tamil separatists and who recently cancelled at short notice a three-day trip to Colombo.

While Mr Gandhi was visiting the Maidives, the island archipelago republic south of Sri Lanka, Mr Junius Jayewardene, the Sri Lankan President, and Mr Lalith Athulathmudali, his National Security Minister, were both receiving unusually

were both receiving unusually blunt messages through normal diplomatic channels. These were obviously the result of a

Kuwait " President Khamenei troops were overlooking the oil said. "He will tell them if you cannot resist the Iraqis and stop their aggression in Bubiyan, we cannot tolerate the enemy behind us, and we will have to defend ourselves with strength."

A military spokesman later told RNA, the Iranian official news agency, that "the Islamic Republic has no intention of intervening in the affairs of its neighbours," in an apparent reference to Kuwait.

Kuwait city, jost 50 miles from the fighting, is quiet but alert to the dangers of the cur-

mediator.
India has also argued itself out of the Sri Lankan demand for a crackdown on the Madrasbased separatist guerrilla groups. President Jayewardene has repeatedly reminded Mr Gandhi of his own appeals to foreign governments on Sikh fertremists. Sri Lankan "terrorism," Delhi has now re-plied, is the direct consequence of the grievances and frustra-tion of the entire Tamil community, which enjoys great sympathy and support in "an important state of India" (Tamilnadu). The Indian Government could not afford to

alienate the state. Pressed by Sri Lanka to re affirm India's commitment to Sri Lanka's unity and territorial integrity, India did so, but with a new qualifying phase. India would defend the island's integrity but " not at the risk of India's own unity and integrity."

Notice of Redemption

TO HOLDERS OF

Burroughs International Finance N.V. 15%% Guaranteed Notes Due 1988

Pursuant to the provisions of the Indenture dated as of March 15, 1982 (as supplemented), among Burroughs International Finance N.V. (the "Company"), Burroughs Corporation (the "Guarantor") and Chemical Bank (the "Trustee") (the "Indenture"), the Company hereby calls for redemption on March 15, 1986 (the "Redemption Date") all of its outstanding 15%% Guaranteed Notes due 1988 (the "Notes"), at the price of 101% of the principal amount thereof (the 'Redemption Price"). The aforementioned redemption is an optional redemption permitted by Section 1001 of the Indenture.

On and after the Redemption Date, the Notes will become due and payable upon presentation and surrender thereof, with all coupons maturing subsequent to March 15, 1986 attached, either at the office of the Paying Agent, Chemical Bank, 55 Water. Street, New York, New York 10041 or at the main offices of Chemical Bank in Frankfurt/Main, London, Paris and Zurich, Algemene Bank Nederland in Amsterdam, Banque Générale du Luxembourg in Luxembourg, Swiss Bank Corporation in Basel and Union Bank of Switzerland in Geneva.

Interest on the Notes shall cease to accrue from and after the Redemption Date. All coupons maturing after said date which appertain to such Notes shall be void. Coupons maturing on March 15, 1986, and prior thereto, should be detached and surrendered for payment in the usual manner.

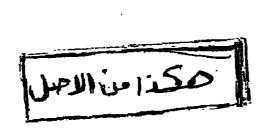
If any Note surrendered or deposited for redemption shall not be accompanied by all appurtenant coupons maturing after the Redemption Date, such Note may be paid after deducting from the Redemption Price an amount equal to the face amount of all such missing coupons. If a deduction shall have been made from the Redemption Price in the case of such missing coupon and thereafter the Holder of such Note shall surrender to the Trustee such missing coupon, such Holder shall be entitled to receive the amount so deducted.

> **Burroughs International Finance N.V.** By: Chemical Bank, Trustee

Date: February 12, 1986

Holders of the Notes presenting Notes for redemption to the New York paying agent will be required to comply with the Interest and Dividend Tax Compliance Act of 1983 on or before the date of such presentation.

People who know Philadelphia See your travel agent or contact 49 Altiemerie Street, London WIX 3FE. (61) 629 5353 Manchester (061) 499 2471



The PHLX already is the leader in trading six other foreign currency options and now offers you

and hedgers from all over the world are coming to the PHLX. Shouldn't you be there too? Call for our

innovative products, imaginative thinking and service that's efficient and accurate are why investors

the choice of a seventh.

Gandhi,

ancell

A Company of the Comp

h is notification. Historian

A the month

1988

OF COURSE YOURSE...

Today, even with 3 million unemployed, the best staff still expect more from their employers than a salary and sick pay.

Today's employers are expected to provide private medical cover along with company cars and subsidised lunches. It's as though the concept of the caring society is moving more and more towards the Board Room. And that's probably not a bad thing.

But it's one thing to decide upon medical cover for your staff and another to know where to look for it.

If you sign on the dotted line for the first company you think of, you may be getting poor value for money and, thus, be selling your employees short. And it won't take long for them to compare notes with their friends in other companies and draw their own conclusions.

That's why you should look into

Health First is part of an international organisation which provides private medical cover for more people than any other company in the world.

Health First doesn't replace the NHS, it works alongside it taking away all the waiting and worrying. It makes sure that your people get the best possible treatment at the earliest opportunity – so that they get better quickly and in comfort.

But the big plus is that with Health First you won't overspend: there are so many different kinds of cover that you can tailor exactly what you want to spend to your company's needs.

For further information, ring 0202 292434.



Polish practices perplex US investigators

years struggled to write a fair definition of "unfair trade" from the non-market economies (NMEs) of the world. Polish golf carts, Hungarian light buibs, Yugoslav nails and East German steel are on a long list of products which US manufac-turers alleged were sold in the US below the cost of

Dumping tharges brought to the International Trade Com-mission and the Commerce De-partment's international trade administration, have, however, been difficult to sustain, and troublesome questions have plagued investigators. How, for instance, may a fair market price be determined in a country where there is no market governed by the laws of supply and demand? How can the cost of manufacture be determined when all factors of production are controlled by

Trade officials have tried to determine NME dumping by examining prices of the pro-ducts in question, or similar goods in third world markets or ooking at the costs of free market production in what might custor be a "comparable" country. These approaches have been itself found inadequate, according to Senator John Heinz, a key member of the Senate international trade subcommittee.

AND NAILS TO INVESTIGATE, IS THERE NO 'UNFAIR MARKET IN'DUMPED' VIDEO RECORDERS, POWER BORTS OR

aggregate data is notoriously and sophistication in specific sectors," he says. Further, even comparable economies can be widely divergent in levels of produced them

customers for Polish golf carts apart from in the US. Poland itself has no golf courses so there were no domestic

The Treasury's solution was to take Spain as a "comparable"

-Berlitz

"I studied French

for years but I still

_can't speak it."

For those who <u>really</u> want to

* Special total immersion and private crash courses

Private part-time tuition to suit your schedule

FRENCH, GERMAN, SPANISH, ITALIAN OR ENGLISH.

Evening group courses-maximum 8 people * Coaching in French and German for "O" and "A" level students

Semi-private courses for 3-4 people

speak a language.

Phone today for more information

* English a speciality

was somewhat of a handicap unreliable and says little about that Spain did not produce golf-differing levels of development carts, but somehow the Treasury managed to estimate a price Spanish manufacturers

> dumping petition themselves in many.
>
> 1984 on the basis of the same In both cases, Commerce information. As a result, few Department officials declared countries can now be found to that subsidies cannot be found act as willing surveying the same in the countries where act as willing surrogates for US anti-dumping investigations.

acknowledged that the current anti-dumping law is "enor- appealed to the court of intermously burdensome and exces- national trade contending that the Commerce ruling sought to

The years of Congressional NMEs. the Adherings on the subject and debate within Administration circles have produced a consendant of the c sus solution contained in an omnibus trade Bill now in the Senate with strong bipartisan support. Under the proposed legislation, US companies can file dumping complaints against NME's when the cost of their merchadise falls below an established "trade weighted average price. The price would be based on an average of costs produced by market economy companies would have charged if they had which also sell in the US.

Meanwhile, two cases moving development — particularly if

Trade officials began to have
through the courts are likely to
the NME has developed a particular sector for export only.

Meanwhile, two cases moving
through the courts are likely to
bring a final decision on
surrogate economies after they whether or not subsidies can The senator cites the case of the Polish golf carts investigating of Romanian steel plate in The cases, due to get a federal tion in the last decade. The Treasury Department, which administered the law at the time found that there were no merce Department investigation whether or not subsidies can used Finland to measure dump exist in non-market economies. The cases, due to get a federal to the composition of the case gators, only to be hit by an anti- Soviet Union and East Ger-

he said, are "often unpredictreate a new wholesale exemptable." tion for imports from the NMEs. The court agreed, and the Administration then ap-

> Congress is unlikely to address the case of subsidies, preferring to let it move through the legal system. Senator Heinz notes however, that a strong argument can be made that the subsidies law is applicable to NMEs. applicable to NMEs.

> In the first nine months of last year US imports from the Communist countries increased 10 per cent to \$4.30n. However, bilateral "voluntary" restraint agreements on steel with East Germany, Poland and Romania have begun to reverse the trend, and the new trade rules could lead to a further setback. "It is not our policy simply to exclude all NME products from the market place," says Senator

" Neither can we allow them to take advantage of the command economy structure to cap-ture market share unfairly without regard to the dynamics of the marketplace."

Tomorrow David Buchan will look at the way in which the EEC deals with complaints of

Indonesia wins aircraft deals worth \$380m

Lufthansa

seeks early

decision

on A-340

LUFTHANSA, the West German airline, is pressing European Airbus Industrie,

the airliner - manufacturing group, for an early decision to develop the proposed A-340 long-range four-jet airliner.

This 250-seat airliner, one of two new ventures proposed by Airbus (the other being the short-to-medium range

A-340."
Lufthansa is believed to be interested in buying up to 25 of the A-340s. If it cannot acquire such aircraft, it would

acquire such aircraft, it would be obliged to buy the rival MD-11 planned by McDonnell Douglas of the US. This is a three-engined replacement for the existing DC-10, also designed to fly long distances. Mr Abraham says Luft-hansa has been pressing for the development of the A-340 for more than five years.

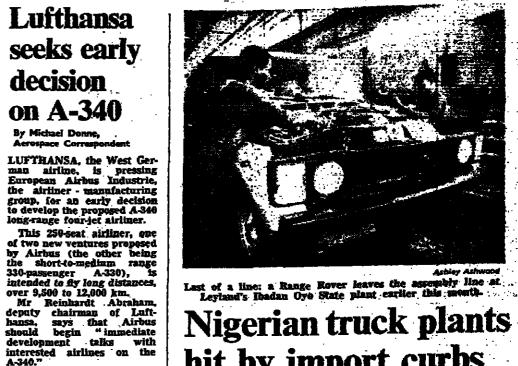
By Michael Donne,

INDONESIA's state acreprinciples of the service of the ser aireraft.

Turkey would be buying 52 of the aircraft and South Korea 10. Delivery would be in 1988. The company added that Saudi Arabia would be buying four 235s and Jordan two.
The 235, a multi-purpose

aircraft jointly produced by Indonesia and Cassa of Spain. has experienced development problems and production is well behind schedule. It has not been made en-

tirely clear whether these recent agreements represent firm contracts or merely let-ters of intent to purchase the



Nigerian truck plants hit by import curbs

The motor companies in Nigeria are among the earliest casualties of a tight import regime imposed to conserve the country's foreign exchange. Other sectors of industry are also being affected: many plants

are operating at only a quarter of their capacity.

The closures have been caused by a delay in the issue of import licences by the Nigerian Trade Ministry.

of import licences by the Nigerian Trade Ministry.

The hiatus is the result of a new procedure instituted by the new Nigerian Government which has set up several committees to supervise the issue of import licenses. The engineering committee's recommendations about truck import licenses for 1986 were sent back.

The closures involve plants building trucks from Leyland of the UK; Daimler-Bens, the Mercedes group of West Germany; Iveco, Fiat of Italy's heavy truck subsidiary; and Steyr-Daimler-Puch of Anstria.

A fifth truck plant, in which Unilever of Britain's United Africa Company (UAC) subsidiary has an interest and builds.

Bedford vehicles from the UK per cent of the Westian over the less than Issue trucks from Japan mercial vehicles many trucks from Japan ment has accumulated losses of N44m and has laid off the work-force to 150, compared with 1,700 in 1984.

Leyland estimates it could operate profitably at only 50 per cent of the Westington operate profitably at only 50 per cent of the Westington operate profitably at only 50 per cent of the Westington operate profitably at only 50 per cent of the Westington operate profitably at only 50 per cent of the Westington operate profitably at only 50 per cent of the Westington operate profitably at only 50 per cent of the Westington operate profitably at only 50 per cent of the Westington operate profitably at only 50 per cent of the work-force to 1,700 in 1984.

The countries of the work force to 1,700 in 1984.

The countries of the work force to 1,7

FOUR of Nigeria's heavy commercial vehicle assembly plants have closed because of a shortage of imported kits and the fifth is operating at about 30 per cent of capacity.

The motor companies in Nigeria are among the earliest casualties of a tight import

majority holding in all the fac-

tories.
The Leyland Nigeria factory at Ibadan, one of the most modern in Black Africa and opened at the cost of N78m (£55,7m), could be closed until June even if it gets its licences later this:

owned by the Nigerian Govern-ment, has accumulated losses of N44m and has laid off the work-force to 150, compared with

"Determining that economies economy to determine a theo- are comparable on the basis of retical cost of production. It 1984, Mr Lionel Olmer, former determine what is unfair sup-Finland delays decision on lifts venture By Olli Virtanen in Helsinki

FINLAND'S Commission for Foreign Investments failed to make a decision yesterday on whether to give the go-ahead for the proposed lift manufacturing venture between Valmet, Finland's state-owned metal and engineering company, and Otis Elevator of the US.

The decision has been post-poned until next Wednesday. Otis and Valmet have signed a letter of intent on forming a joint lift manufacturing com-pany which would be based on Valmet's lift division in Fin-

The deal was stalled when the Ministry of Trade and Industry demanded that Kone, the large finnish lift maker, should also be exported by manufacturers to the US with the hope of indirectly capturing part of the operation.

Akzo patent bid may help circumvent US ban

Alore had expected to carve

AKZO. the Dutch chemicals and fibres group, is seeking a new patent for its high-strength aramid fibre in a move that could help circumvent a ban on exports of the fibre to the US. The patent application, which will take a year to be processed, is for an improved method of blinding the fibre to a resin to form a laminated composite material, especially suitable for the aerospace and automotive

industries. Products that incorporate Akzo's Twaron fibre are not covered by the five-year ban, which applies only to the raw

mission imposed the import han because of Akzo's alleged in-fringement of a patent held by Du Pont of the US, which makes a competing fibre, Kevlar.

Du Pont said yesterday that it was not aware of Akzo's patent application but objections from the US chemicals group could not be ruled out. The two companies have been waging an increasingly vitriolic battle over their aramid patents. The dispute has escalated into a trade dispute between the

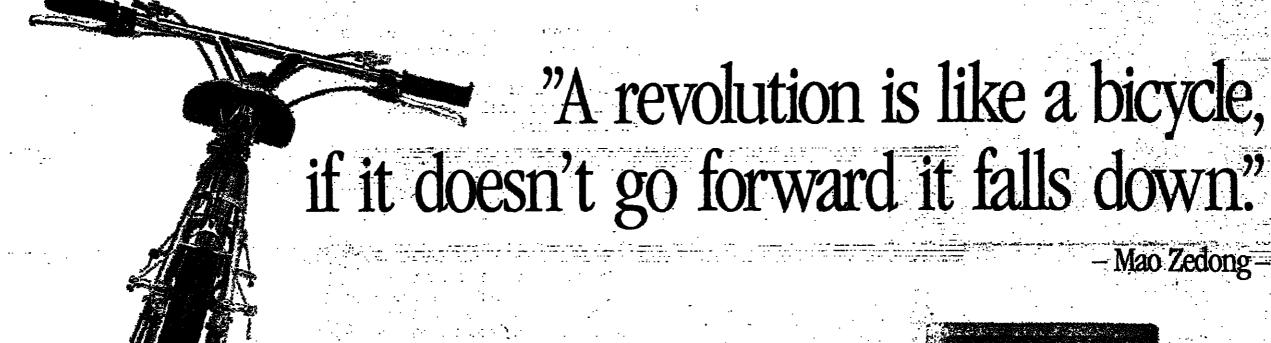
Netherlands and the US and

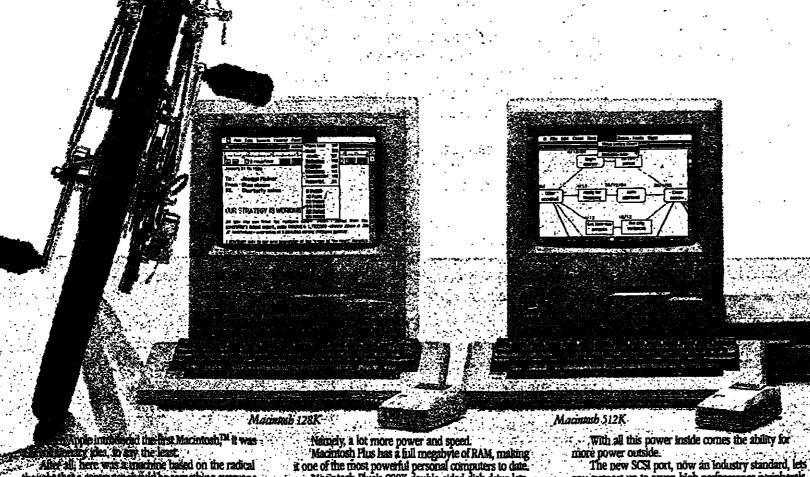
out 5 per cent of the US market-until last November when the

US International Trade Com-

threatens to involve the Euro pean Community.

Alto is appealing the ITC decision in the US but a ruling is expected to take a year.





Macintosh Plus's 800K double-sided disk drive lets

you store and process hundreds of pages of information

by idea, to any the least After all, here was a machine based on the radical thought that a computer should be something everyone

Twice the capacity of most drives. Add our 20 megabyte hard disk and you can store Our new bierarchical file system, built into the 1288 ROM, gives you even more functionality and speed to use with powerful software like JazzTM from LotusTM. Microsoft's Excelth or Omnis 5th from Blyth Software

more power outside.

The new SCSI port, now an industry standard, lets you support up to seven high performance peripherals and transfer data up to six times faster than before But look closer and you'll see some visible improve

First, you'll see that the keyboard has changed.
We've added a numeric keypad to make numbers



What about current Macintosh users? We haven't forgatien you.

Any authorized Apple dealer can easily upgrad your 128K or 512K Macintosh to match the canabilities of Macintosh Plus, all at cooce, or in stages as your

So take some time to go to your nearest Apple dealer, and examine the innovations being advanced by the new Macintosh Plus, You'll see that the Apple revolution basn't merely



- AMERICAN NEWS

Reagan hopeful of missile deal with Moscow

BY REGINALD DALE, US EDITOR IN WASHINGTON

Mr Reagan said that he "can't believe" that Mr Gorbachev was holding block on setting a date for the next US-Soviet summit, due to be held in Washington later this year, until there was progress towards an arms control agreement: That was the impression brought back by Senator Edward Kennedy of Massachusetts, who met Mr Gorbachev in Massow last week and reported to the Reagan Administration on Saturday.

the ready to the

per o

The second secon

The second second

The Assessment

E SERVED

The state of the s

Colorado Series de Colorado de

AT A SEC SEC.

The second

100

Company of the

Market 18

Service Action

Assistance

· De Ben i Lig THE RESERVE

1.000 122

a selicie **m**i to the lead with

long-

and erffeite e

The State Department; how-ever, has taken Mr Kennedy's ever, has taken Mr Kennedy's report seriously enough to go strategic forces, which Mr Gorpublic with its impatience at bachev has proposed be frozen Soviet footdrägging over the summit date. Saying that agree ment on a date is an important that the US plans to reject.

part of the summit prepara "We don't think that we're in tions the commit of the agreement of the use of

PRESIDENT Rosald Reagen is "very hopeful" that the US and the Soyiet Usion can reach the summit's preparations from the Soyiet Island the Ameritae Geneva arms talks, so as intermediate "range" missiles and the Ameritae other, officials said. The can cruise and Persing this department said that while arms year, he said in an interview with the Washington Post we think progress should be yesterday.

Mr Reagan welcomed as "progress in our eyes" reports that Mr. Mithail Gothachev, the Soviet leafer, was no longer linking an intermediate range missile agreement to American concessions on his "star wars" space defence initiative.

Mr Reagan said that he "can't decition in the US. The election campaign will formally

Mr Reagan said in his interview that the US was still hoping that the summit could be held in June or July, preferably June, so as to avoid clashing with campaigning for November's mid-term congressional elections in the US. The election campaign will formally open in early September.

Moscow had suggested a later date, understood to be September, but had not pursued it, Mr Reagan said. Washington had told Moscow why it did not feel that the later date was appro-

Mr Reagan said that while he was optimistic about an agreement on intermediate range forces (INF), there were still issues to be negotiated. These included the British and French strategic forces, which Mr. Gor-

Tylenol withdrawn after New York woman dies BY PAUL TAYLOR IN NEW YORK

THE A & P supermarket chain was introduced into the two in the US yesierday suspended extra strength Tylenol capsules sales of Tylenol capsules following the death of a young previous night.

New York woman who died of the polsoning after taking concerns sparked by the death the popular Johnson and of seven people in Illinois in Johnson hon-prescription pain 1982 after taking Tylenol reflever toolice officials case that was never solved. In Johnson hon-prescription pain capsules laced with cyanide—a New York police officials case that was never solved. In said medical examiners found the wake of the 1982 deaths traces of Tylenol and cyanide Johnson and Johnson was in close proximity in Miss forced temporarily to suspend Diane Elsroft's body after she sales of the drug—one of the died on Saturday morning company's most important proHowever, they said it was not duets with annual sales of known whether the cyanide about \$500m.

tough line with Peru on debt By Stewart Fleming in Washington

THE International Monetary Fund has taken a tougher than expected line with Peru, telling the South American country that it must pay some 575m (145m) of arrears on its leas by April 15 or it will be declared. "Ineligible" to make further drawings.

The decision, made at a board meeting on Monday, was inexpected because IMF staff had recommended taking a more cautious approach, reflecting the fact that the Latin American country which stopped making debt repay-ments to the IMF last Sep-tember, had recently begun to make some token payments.

The IMF is understood to have decided that Peru must have decided that Peru must bring its debts up to date partly because it has ample reserves with which it could meet these liabilities. The IMF has already signalled its concern about the growing volume of arrears on its books and had previously declared both Sudan and Liberia in-eligible to use its facilities. The decision to proceed

The decision to proceed with what amounts to a public censure of Peru will also be seen as an effort to discourage other countries from following Peru's example.

Canadian trade surplus narrows

By Bernard Simon in Toronto CANADA'S trade surplus narrowed to C\$16.8bn (£8.5bn) last year from a record C320.7hm in 1984, according to Statistics Canada. Total 1985 exports stood at C\$120.1hm, 7.1 per cent

C\$120.1hm, :7.1 per cent higher than the previous year. Imports rose ity 12.9 per cent to C\$103.3bn. The contribution of automotive products to the surplus dropped from C\$3.7bn to C\$1.6bn, partly reflecting a fall-off in demand. Canada's dependence on the US market continued to increase last year, with almost 79 per cent of total experts shipped to the US; up from 76 per cent in 1984.

This trend was reversed towards the end of the year as expert growth accelerated and imports slowed. The

and imports slowed. The December trade surplies of C\$1.3bn was more than double the previous month's level.

IMF takes Robert Graham reports on a dispute over the future of the seventh continent

Antarctic states eye Greenpeace campaign

the short Antarctic summer has prevented the environmental organisation, Greenpeace, from carrying out its most ambitious project and publicity venture. Greenpeace had hoped to set up a permanently manned base in the Antarctic, the first by a private organisation on this inhospitable continent. But impenetrable pack ice prevented the dumping of equipment for a return condition.

ment for a return expedition next year, and the organisation's converted tug, Greenpeace, has been obliged to head back to New Zealand. The organisation has had to content itself with declaring the Antarctic a "World Park" and opening symbolic embassies for Antarctica in the capitals of the main states operating on the continent.

Greenpeace's efforts have been watched closely and dis-approvingly by the member states of the Antarctic Treaty, which regulates activity in the

There, is no doubt Greenpeace's failure has saved the latter a measure of embarrass-ment. Although Greenpeace maintains its aims are both scientific and environmental, the the base as a means of drawing attention to the possible damage to the virgin Antarctic ecosystem by future resource exploitation.

However, team members were denied access to US satellite weather information, and when their helicopter landed near a New Zealand base to use tele-phone facilities they were re-fused on the grounds that the normal 24-hour warning had not been given.
This is all the more ironic

given New Zealand's support officials dealing with the for Greenpeace in its battle Antarctic are themselves against French nuclear testing fervent conservationists.

in the Pacific, and the Wellington Government's ongoing row with France over the sabotage While this is all grist to Greenpeace in presenting itself as a David fighting Goliath, member states of the Treaty see matters differently.

"Greenpeace forgets," says one Western official, "that the Antarctic is run by states, not private organisations, and we are dealing with highly complex issues which are distorted when simplified." Most of the

The Treaty was signed in 1961 by Argentina, Australia, Belgium, Chile, France, Japan, New Zealand, Norway, South Africa, the Soviet Union, the UK and the US, who became known as the "consultative parties." Since then four other countries have acquired such status by demonstrating an interest in Antarctica and conducting substantial scientific research there.

Despite the heterogenous nature of the consultative par-ties, the Treaty has proven one of the more remarkable in-stances of international co-

accounts for one-seventh of the put Antarctic development in world's land mass—the summer the hands of this body.

after all, lasts just two months. This co-operation continues,

-Argentina, Australia, Chile, France, New Zealand, Norway

There also are conflicting claims. All but a small portion of the area claimed by Britain or the area claimed by Britain the Antarctic, so allowing a is being claimed by either Argentina or Chile. The latters' claims also overlap.

Meanwhile, neither the 112 no. Meanwhile, neither the US nor the Soviet Union has formally recognised any claim at all.

The claims against Britain are complicated by the Falklands dispute. As for Argentina and Chile the settlement of the Beagle Channel dispute last year should help resolve their differences and lead to greater demilitarisation of their pre-sence in the region.

Advances in technology have

two superpowers in the mili-tary uses of the continent which campaign, led by Malaysia, to

Greenpeace, founded in Canada but now based in the and slowly the consultative par-ties are grappling with the most sensitive issue of all, the draw-against the spirit and letter of sensitive issue of all, the drawing up of a treaty to govern the
principles on which minerals
protect the continent's flora and
exploitation is to be permitted,
Negotiations began in carnest
in 1982, and according to those
ivolved it will take another two
years to complete.

The in difficulty with rubh

years to complete.

The basic difficulty with such principles is the question of land and offshore ownership. The shoreline, three times the length of the US, is claimed by causen states with another large A side effect of Britain's new all-weather airport in the Falklands is that the UK now has the capacity to resupply the and the UK—rely on a mixture Antarctic directly, without its of continuity, colonial links and previous relience on Chile. This could lead to construction of a etter airstrip for a larger air

Countries are merely there for reasons of national pride, historical inertia or global presence—the commercial pros-pects of exploitation of any-thing other than tourism being remote. However, the US, remote. However, the US, through the National Science differences and lead to greater demilitarisation of their presence in the region.

Progress over the minerals regime would have been much slower but for two factors.

Advances in technology have with Britain's Antarctic Survey hastened the day when companies and governments could
be interested in testing the
feasibility of hydrocarbons

The Britain's Antarctic Survey
costing £12.9m plus a further
share of £5m for the naval vessel. Endurance, patrolling
feasibility of hydrocarbons

British Antarctic territory.

operation. Cynically this can development.

For scientific research these be attributed to the apparent The consultative parties want are not negligible sums.

Accidents at oil and gas installations fuel Mexico economic woes

BY DAVID GARDNER IN MEXICO CITY

at Mexican oil and gas installa-tions, is adding to the critical situation caused by the collapse in international crude oil prices. Mexico depends on oil for

A CHAIN of unexpected fires confirmed local reports, four workers union and President sent shock waves through the (as well as new explorations) Pemer employees were arrested on suspicion of attempting to blow up part of a refinery,

Officially, all the incidents which have been acknowledged of the state bureaucracy

Mexico depends on ou was with authorities are wants foreign exchange and half its treated as accidents. But this has not prevented widespread been four known accidents at be responsible particularly fol-Gulf coast plants operated by lowing a unique confrontation Gulf coast plants operated by lowing a unique confrontation, all sink.

Pemez the state oil moropoly, early in the New Year, between
Last week according to still until bead of the powerful oil dealing

or the state pureaucracy including the pro-Government trade unions, Mr Jose Soss, the titular head of the oil workers, told Mr de la Madrid: "If Pemex sinks you sink too; we all sink and the country sinks."

ing against Pemex management sabotage of the recent spate which it accuses of hiring too of accidents. many technocrats

bureaucracy. is seen by many oil analysts
The union has been campaign- as more likely a cause than

Pemex, one of the most her-The unions most cogent argument, is that maintenance is being neglected as Pemex is being milked by the Treasury court in real terms (by \$1\text{bn} in \$\text{metic}\$ current spending was cut 10 per court in real terms (by \$1\text{bn} in \$\text{metic}\$) all sink and the country sinks."

This breach of protocol in dealing with the President,

Lack of funds for maintenance

ou its finance but in 1983-84 current spending was cut 10 per cent in real terms (by \$1bn in 1983 alone) while \$3bn was paid off on the company's synthetic part of the company of the com



A bank with twenty dealing rooms around the world is, to say the least, unusual. A bank which fully harnesses this

resource to the benefit of its customers is exceptional.



AS SURELY AS

Standard Chartered has not just the dealing rooms, but also the communications systems, to deal on your behalf twenty four hours a day. Our Globewatch service will execute your stop loss or target orders in London, Hong Kong, New York and, if necessary, a further seventeen major financial centres.

We can also arrange for you to deal directly with a Standard Chartered dealing room outside your local time

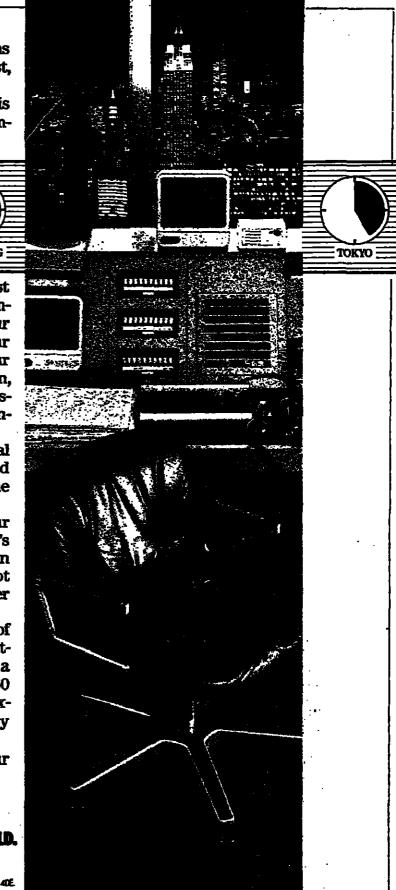
And because of the depth of our involvement in so many of the world's key economies, no other bank can trade continuously, on both a spot and forward basis, in a larger number of currencies.

Foreign exchange dealing is one of the many ways that Standard Chartered co-ordinates the strengths of a network of 2000 branches in over 60 countries - to give you a more flexible, imaginative and commercially valuable service.

To find out more, contact your nearest branch.

Standard & Chartered

STANDARD CHARTERED BANK, HEAD OFFICE 38 BISHOPSGATE, LÓNDON ECZN 40E.





"Man and Music"—it couldn't have been done in print

"Spitting Image"—a bit like vaudeville but much more angry

A century ago Walter Pater declared that "All art con-stantly aspires towards the condition of music." Today we are told that all television constantly descends towards the condition of vaudeville. At least, that is the argument advanced by many acamedics who look at today's electronic resort: whenever possible they use television to convey their views. I wonder why.

which becomes more important, bright pink crab spider seizing not less, and last week it was a bee, and a peregrine falcon kept on the boil by Neil Postman, an American university its young, are—even to the man, an American university its young, are—even to the teacher whose book "Amusing Durselves to Death," mourning 1986—quite astonishing. Could the advance of television on the print culture convey even an approximately similar experience? No in Britain on Monday.

On BBC2's Saturday Review, ostman declared that television attacks the literate tradition and attacks the literate tradition and that it is hostile to language and the lengthy experition, and discounting the subjects of the "Venture Capital Report" and

Television/Christopher Dunkley

The triumph of box versus book

This series teeters on the brink of the "Just fancy that" chasm. Though this column was devoted to the subject three weeks ago I make no apology for returning to it. As television continues to expand on all fronts — in politics, social sciences, news, education, religion—it is an argument which becomes more important, not less, and last week it was

perience? No.
6.30 BBC2 The Money Profiramme. Undeniably entertaining. Poor Valerie Singleton sets

this programme is laughable. Not only do we see the music room in Esterhazy Castle where Haydn's music was first heard, we see film of the surrounding countryside and pictures of the composer's patron. We also hear his music performed on 18th century instruments, Try getting that out of a pamphlet.

8.00 Chamel 4: My Britain, Rich Angle, American Proceedings 1800 Chamel Anglo-American record pro-ducer Miles Copeland wonders

nurture argument about human development under the superb chairmanship of philosopher/ politician Bryan Magee (who never forgets the needs of the viewer). Perhaps Postman would like to name just one Las Vegas stage on which similar discussions are held.
9.35 BBC2: Architecture at the Crossroads. Paradoxically the

ultra-visual subject of architecture has always proved terribly difficult for television. Yet this thorough and engrossing series, not as infatuated with post-British reject the full logic of capitalism. Here is a promodernism as I originally susgramme about ideas which does, at first, seem somewhat contrived in its determination to find pictorial means of expression. Yet it comes vividly to life when Copeland tours Liverpool with a coachload of teen-tion that this reduces them to age prock musicians and asks to an infatuated with post-modernism as I originally susgented. It is in 10 parts; we have so far visited Britain, the guilt of the programmes use colour, music and moving pictures. The suggestion that this reduces them to

who look at today's electronic mass medium, throw up their hands in horror at discovering vision and two video recorders that its methods are not the print medium, and cry moments when programmes woe from the rooftops. Of course, the rooftops are a last operating the rooftops are a last ing notes.

The living Isles:

The Living Isles: distribution methods of print. 10.15 BBCL: The Hammer and the Cross. A series about the global confrontation between communism and Christianity. This opening episode introduces the ideas of "liberation theology" in central and south America, and looks briefly at conditions in Russia. Excellent books have been published on

> 10.15 BBC2: Honest Decent and 10.15 BBC2: Honest Decent and True. A 100-minute TV-movie devised by Les Blair and a troupe of actors, looking like a discursive pilot show for the world's first hi-tech post modernist soap opera. At its centre is a hilarious attack upon the value and values of advertished world's choose Mahler).
>
> 10.15 BBC2: Honest Decent and The same appures to plant instance appures to plant instance. The same appures to plant instance. ing. A regular topic on Las Vegas stages, presumably. Despite the video recorders I

this subject. it is true, but have

they been read?

vandeville is an insult.

10.00 ITV: Spitting Image. This really is a little bit like vaudeville but, thank goodness, considerably more angry and siderably more angry and siderably more angry and siderably more angres insultant particles and the video recorders and to miss a lot of enticing material: Melvyn Bragg's South Bank Show offering an hour on painter Patrick Heron: Channel of the video recorders and the video recorders.

politics in China, the Search for Wealth.

No doubt Postman's response would be that his attack is on American television. But I spent a week in New York last year monitoring television and I know that you can fill your time there watching Congressional Committees in action. analytical news programmes, current affairs discussions (some, at breakfast time, of a standard you would never find at that hour on British television), programmes about the economy, about fitness and medicine, excellent drama, much of it imported from Britain, and so on.

If Postman's riposte is the hoary old claim that, even if this is possible, the majority of viewers still watch the rubbish. then his argument simply folds up. Of course most people choose undemanding entertainment in preference to improving material-they always have. The same applies to print (mil-

Is it not a shame that so many millions choose entertaining rubbish in preference to serious and improving material? Yes, of course. Would that we were all that it is hostile to language and to lengthy exposition and discource, explaining: "The danger arises when serious public usiness—whether politics, religion, education, public information or commerce—is packaged as a Las Vegas stage show."

But is that really what television does? On the following

Northern Sinfonia/Barbican Centre

David Murray

On Monday Stephen BishopKovacevich not only played
Beethoven's B-fiat Fiano Concerto with the Northern Sinfonia but conducted them, unfortunately. It was not bad, not
incompetent; nothing actually
fell apart. That was a pity—for
given the bizarre vogue for
pranist-conductors, there is
every chance that he will now
crop up more and more often
leading sound but indifferent
orchestral performances, while
squeezing solo recitals into his
schedule by relying on triedand-true party pieces and the
odd snatched half-hour for practice. Unless Bishop-Kovacevich
is faced with creeping digital
arthritis, he should not want
that the precedents are glaring enough (it is unnecessary
to mention names), and

On Monday Stephen Bishop entirely missed the sense of

leading sound but indifferent orchestral performances, while squeezing solo recitals into his schedule by relying on tried-and-true party pieces and the odd snatched half-hour for practice. Unless Bishop-Kovacevich is faced with creeping digital arthritis, he should not want that the precedents are glaring enough (it is unnecessary to mention names), and heartily discouraging.

He is after all one of the most nervily musical pianists around. No Bishop-Kovacevich performance lacks sudden insights, whether in his intromost nervily musical planists around. No Bishop-Kovacevich performance lacks sudden insights, whether in his introspective manner or in his rare bursts of manic intensity (I recall some extraordinary late Brahms not long ago, quite possessed). Nothing remotely like that got into his Northern Sinfonia readings. Webern's an instrument that has to be open strong pieces sounded like cautious run-throughs, thoughtful, pallid and rather slow. (The opening plece sudden in the substitute for years of working at it.

Swedish Radio SO/Festival Hall

Dominic Gill

marked by any particular in-terpretative stamp.

It was a decent concert, but an unremarkable one. Mahler's first symphony, which ended the evening, had an enthusiastic. coarse-grained reading. In spite of many nice touches, especially in the funeral march movement. and a number of individual performing felicities (including a splendid solo clarinet), the symphony as a whole had an air of well-meaning imprecision. Too many elements, and most of

I had only previously heard the effect of the young Finnish conductor that climax is really content the Philharmonia, which by any estimation must be counted among the finest and most gesture of the Swedish raches the structure of the structure of the swedish raches the structure of the swedish raches the structure of the st among the finest and most sophisticated orchestral instruments in the world. The Greetings from an Old World Swedish Radio Symphony Orchestra is an estimable, but lesser instrument; and its performances under Salonen on like all trusty B-film music of Monday night—the penultimate two subjects, awesome (but leg of a 10-concert British tour—were not only less finely storms. This example, in defercoloured, less responsive, but ence to certain other post-war marked by any particular inmusical developments, was also spiced with a scattering of Lighti-like micropolyphonics. Like the Mahler, the even-

ing's concerto, Beethoven's C minor piano concerto with Mitsuko Uchida as soloisi, was never quite convincing. Uchida gave us many beautiful things. notably in the slow movement and in the sparkling fingerwork of the finale. But she and the orchestra seemed set on dif-ferent courses—hers, largeboned, large-scale, argumenta-tive, forceful in its propositions; the major ones, fell just short Salonen's respectful, genial, of their mark. By sheer low-key. Between the two, energetic insistence the last much of the mystery and the climax of the finale nearly drama of the music was lost.

Salome/Covent Garden

dismal state of lighting, sets and spy, openly and without crowd co-ordination will have embarrassment, on the main proved a dreadful shock). The characters in all their contorconducting by Andrew Davis
was capable, and considerate Jews (Egerton, Crook, Dobson,
of voices, but for the most part Begley, Best), each part treatame and ordinary; the orchestra exposed under his baton
notable thin patches in its Howell once again outstanding

But it is very strongly cast at almost every point on the opera's hierarchical ladder— Strauss combined in Solome alarming account of Herodias: overheated psychological drama the voice gleams darkly, the

clear, touching pageboy.

And the Judaean court is ruled by a splendid pair of deprayed royals. Helga Derdomestic words are uttered with lustful for much.

(8382294).

ises Off (Savoy): The finniest play

LESSER BRAIN-TEASER No 4

Lesser Building Systems Ltd., Verwood, Dorset, BH21 6LB, Tel: 0202 824141

The Royal Opera Salome, revived on Monday evening, no longer conveys much shock impact. The 1970 production seemed on this occasion to have gone quite flat (to anyone who recalls its former vividness, glittering with huge spider-web exoticism and teeming with scurrying slaves, the current dismal state of lighting, sets and crowd co-ordination will have rolled off the music with virtuoso definess.

The central couple—if one may call them that—are slightly less well matched. José van Dam is a bel canto prophet who draws beautifully focused tone across the lines with a master cellist's breadth and steadiness; Straussian virtuosity (an as the first); and, nearer the cellist's breadth and steadiness; absence of moonstruck brillicentre, Robin Leggate's but he lacks passion. In the dire oboe interventions, way-ward brass in the finale).

Narraboth and Gilliam Knight's frenzy, deadly childlike urgpassion, wildness, animal frenzy, deadly childlike urgency; but the words are fuzzy, the wide vocal arcs are often smudged and sullied, the tone bumps and judders (and occaand that, at least, takes the nesch, returning to the house sionally hits heroically true). performance part of the way in for the first time since her The part—including the dance the right direction. With taste- adoption of mezzo-soprano —is assaulted and conquered by less, unlikeable brilliance status, gives a magnificently main force. But at least it Strauss combined in Solome alarming account of Herodias: reasonates with conviction; and

An Independent Woman/Watermans Arts, Brentford

Michael Coveney

A belated bouquet, this, but what a delightful amenity is the Watermans Arts Centre, now in its second year of operation on Brentford High Street between Kew Bridge and Syon Park. The joint was jumping on Monday night: Boorman's The Emerald Forest in the cinema, the fascinating Julian Trevelyan retrospective on the

Life sobered up and slowed down in the theatre, though, where An Independent Woman by Natasha Morgan and her That's Not It company picked its mournful, imagistic way through a hospital ward for the terminally senile. That's Not It is a distinctive company because, without wishing to sound sexist, it subjects feminine areas of sensitivity to a performance art methodology. It does not always avoid an off-putting whimsical archness, but main force. But at least it there is here an interesting reasonates with conviction; and, in this performance, that counts for much.

House production, restaged at intolerably twee, and the off-Brentford by Anna Furse, has stage groans of incontinent a dream-like quality as the cast of four manipulate four mannequin doppelgangers along upstage corridors, in and out of their wheelchairs, in front of a TV hospital soap during which the dummies bemoan the loss of the Empire and doctor takes a shower. In senile dementia, we may occupy just such a no-man's land, a place of truce and no posses-sions, of lost status and identity

Miss Morgan elides these general thoughts with particular details of family history, the opening fragments of memories of a journey by van in a desert finally explained in the context of a Jewish family's displacement. She is the voluntear wistor who comes to stay. teer visitor who comes to stay.

"What are you here for?" asks
the doctor. "I'm here for
good" is the chilling reply.

Dusty Hughes's 1984 Oval under the scalpel, struck me as patients did nothing except awaken the Goonish cry of "Quick, nurse, the screens; I've done it again . . . oooh, no more curried eggs for me." But I admired the subtle shifting relationship between Miss Morgan and the mother victim figure of Jenny Carey (who is also the very imaginative designer), as well as some astringent dialogue, notably between two women on a golf course where "what to do about mother" becomes an intro-spective scream of anxiety about house, husband, lungs, breasts, bowels and mind.

It is good to see a non-naturalistic approach to a social issue of importance. The lighting and sound (ghastly "Singalongamax Bygraves" for the twilight inmates, Penguin Café Orchestra elsewhere) by Rick Fisher are exemplary, Anita Harmon and Thomas Wheatley stalwart as caring Not all of it works. The Anita Harmon and Thom operation on an unzipped body Wheatley stalwart as caribag, little balloons flying out profession that stays clean.

Winter Music/Wigmore Hall

Andrew Clements

quote its publicity, "to strengthen ties between the environment movement and those involved in the arts." borg, the Orpheus Ensemble (conductor, Paul Webster) and a trio of flute, viola and harp with the appropriately Debus-syan name of Jeux. Debussy's Sonata for those instruments proved to be the most familiar item on the programme; the rest, most refreshingly for a fund-raising event, was made up of pieces by younger British

composers.

Three of the works were short and more or less inconsequential. David Nicholl's Sive Dances added percussion to the Jeux complement for a sequence of self-consciously exquisite miniatures; George Nicholson's

The Arts for the Earth is a rewarding was Nicholson's Col-cultural scion of Friends of the loque Sentimental, a setting not Earth, founded last year, to of Verlaine but of Mallarme's quote its publicity, "to "Apparition" for soprano and harp, to which the harpist prothose involved in the arts." vides a spoken counterpoint of Monday night's benefit concert fragments of Heine's "Der in the Wigmore Hall brought Doppelganger," only to find her together the soprano Jane Ginssoprano's playing of a zither. The whole confection works far more effectively in performance. than it suggests on paper.

Anthony Powers sets his sights higher in The Winter Festicals, which was receiving its first London performance. It is an extended cycle of settings of poems by Nigel Wells which mingle Christian and pagan ritual in a fresh and striking way. Powers sometimes matches the originality of the texts in his use of vocal effects (including a telling hybrid between song and Sprechgesang), but when he falls back upon straightforward lyricism the miniatures; George Nicholson's

Winter Music proved to be a terse, five-movement suite for clarinet, harp and percussion that eked out its material resourcefully but could not disguise the basic intractability of the vocal tints and striking of the instrumentation. More straightforward syricism the writing becomes less individual, though never less than smoothly carafted and precisely idiomatic. Miss Ginsborg's singing was notable for her adroit handling of the vocal tints and striking pure intonation.

Arts Guide

The Scarlet Pimperuel (Her Ma-jesty's): Donald Sinden in resplen-dent plummy-voiced form as Baron-ess Orczy's one-man resistance movement to the French Revolu-

movement to the French Revolu-tion. Opera director Nicholas Hyt-ner's efficient and sparkish produc-tion has smoke, tumbrils, rat stew and rolling heads. (930 4025). Barnom (Victoria Palace): Michael Crawford returns to London with his breathaking performance as the circus impressure adding one as

the circus impresario, adding one or two new tricks in a likeable me-

ringue of a musical. (8341317, credit cards 8284735).

QUESTION

senior personnel were asked to come

up with ideas for expansion. If they all

came up with the same suggestion,

which executive was chosen as the

To decide promotion, a company's

Theatre

Music/Monday, Opera and Saliet/Tuesday, Theetre/ Wednesday, Exhibitions/Thursday, A selective guide to all the Arts appears each Friday.

Are You Lonesome Tonight? (Phoe-nix): More musical hagiography with Alan Bleasdale's Elvis Presley movie magic, an exciting first half and a dwindling restance on indiscriminate rushing around Dis-neyland, Star Wars and Cars are all influences. Pastiche score nods toshow using flashback and excellent live recreations of the rock and roll hits to explain how Martin Shaw's magnificently wrecked and flabby King in crushed velvet jumpsuit has reached this pretty pass. Exploita-tive, but not strictly for tourists. wards rock, country and hot gospel. No child is known to have asked for

No child is known to have asked for his money back. (834 8184). [2nd Street (Drury Lane): No British equivalent has been found for New York's Jerry Orbach, but David Merrick's tap-dancing extravaganza has been repturously received. (836 8108). Me and My Girl (Adelphi): Sleek, efficient and enjoyable revival of Britain's higgest war-time musical hit with Robert Lindsay in the Lupino Lane role emerging as the best new for years in London, now with an improved third act. Michael Blake-more's brilliant direction of backstage shenanigens on tour with a third-rate farce is a key factor. (836 8888). itudight Express (Apollo Victoria): Andrew Lloyd Webber's rollerskat-ing folly has 10 minutes of Spielberg

Lane role emerging as the best new musical star since Michael Craw-ford. (8367611).

ANSWER

-the best way for any company to

more of our unique answers to accommodation problems, just attach

expand its premises in the most prestigious way. So if you'd like to hear

this ad to your business card and send it

Premises not Promises

BLALDING SYSTEMS

Lesser's Executive Instacom range

Guys and Dolls (Prince of Wales): The 1962 National Theatre production Suys and Dolls (Prince of Wales): The 1982 National Theatre production has arrived in the West End, if anything improved by the new casting of Lulu as Miss Adelaide and the notably well sung black Sky Masterson of Clarke Peters. Richard Eyre's production and John Gunter's affectionately lavish designs complement this most joyful and literate of musicals, a fitting tribute to the recently deceased co-librettist. Abe Burrows (9308881).

Torch Song Trillogy (Albery): Antony

Burrows (180881).

Forch Song Trilogy (Albery): Antony
Sher plays Harvey Fierstein's fourhour triptych of the life and loves of
a drag queen fighting for emotional
and domestic stability. Truthful
playing has the effect of cruelly exposing Fierstein's tackily uneven
writing. (8383878).

Gigl (Lyric): Unconvincing stage revival of Lerner and Loewe's film follow-up to My Fair Lady, Beryl Reid rising immitably above the material, Jean-Pierre Aumont and Sian Phillips lending more consentional Philips lending more conventional support. John Dexter directs, Jocelyn Herbert designs. (437 3686). terpreters (Queen's): Love among

the diplomats, according to Ronald Harwood has a superb role for the matchless Maggie Smith renewing a cross-cultural affair with Edward For in the shadow of a summit be-tween The Soviet Union and Brit-ain. Fluent direction by Peter Yates of the West End's best new play of the west 774 1180.

Lemmon (Astoria): A not too critical celebration of the life and music of John Lennon that is enjoyable espe-cially for the musical resourceful-

ness of the cast and Mark McGann's Les Misérables (Palace): Notably well

sung and speciacularly produced rock opera from the Nickleby and Cats team of Trevor Num, designer John Napier and lighting man David Hersey, Colm Wilkinson superb as Jean Valjean. A melodramatic distillation of Hugo, and none the worse for that. The French score is runsingly melodic with serviceable rousingly melodic, with serviceable new lyrics from Herbert Kretzmer (4276834)

NEW YORK

Cats (Winter Garden): Still a sellout, Trevor Num's production of T. S. Eliot's children's poetry set to trendy music is visually startling and choreographically feline, but classic only in the sense of a rather stald and overblown idea of theatricality. (239 8262).

(239 8262).

A Charus Line (Shubert): The longestrunning musical ever in America
has not only supported Joseph
Papp's Public Theater for eight
years but also updated the musical
genre with its backstage story in
which the songs are used as auditions rather than emotions.
(239 6260). (239 6200).

Brighton Beach Memotrs (46th St): The first instalment of Neil Simon's mix of memories and jokes focuses on a Depression era Jewish house-hold where young Eugene falls awk-wardly in love with his cousin, (2211211).

La Cage aux Folies (Palace): With some timeful Jerry Herman songs,

Harvey Fierstein's adaptation of the French film manages, barely, to cepture the feel of the sweet and hilarious original between high-kicking and gaudy chorus numbers. (15/12626).

Pro Not Rappapert (Booth): In moving to Broadway, Herb Gardner's touch-ing, funny and invigorating play about two oldsters retains its stars, Judd Hirsch and Cleavon Little, who almost conquer the world when they think they are just bickering with each other. (239 6200).

Big River (O'Neill): Roger Miller's min-sic rescues this sedentary version of Huck Finn's adventures down the Mississippi, which walked off with many 1985 Tony awards almost by default. (2480220).

WASHINGTON

In Regard of Flight (Kreeger): Bill ir-win's theatrical spoof shows off the mime's talent in confronting a maneating stage curtain and a disap-pearing shoe on the quest of a new theatrical genre. Ends Jan 12. Arena Stage (4883300).

Restoration (Arena): Edward Bond's combination of contemporary poli-tics and 18th-century high jims with music by Nick Bicat is directed by Sharon Ott of the Berkeley Rep.

NETHERLANDS

Botterdam, Netherlands-England So-ciety. Sara Richardson with her one-woman show, Charlotte Broute

Saleroom/Antony Thorncroft Americans put on weights

The paperweight market has as against £5,500 when it sold

lily-of-the-valley weight. Only one other is known (sold in 1980 for £12,800) and this lacks the pink ground which gives this weight its appeal. When it last appeared on the market, at Sotheby's in 1970 it sold for £8.500, which suggests that paperweights have been a solid rather than good investment.

The output of all the French collection of Irish pictures on Monday night through Christie's and Edmiston and established in auction record for a painting by Jack. Butler Yeats, the younger brother of the port W. B. The Pym Gallery of London paid II37,346 for "The Circus Proprietor," an oil of the early 1920s.

The output of all the French factories which produced collectible paperweights in the mid 19th century was in demand. A Baccarat weight, with a butterfly hovering over a clematis flower, made £15,120,

marked time in recent years, at Christie's in 1979, Once mainly because few really again it is one of only two good examples have come up known, the other making for sale. But yesterday Christie's offered the best one owner collection to go under the hammer for over a decade.

The made a respective of the control of the for sale. But yesterday Christie's offered the best one owner collection to go under the hammer for over a decade. It made a reassuring £276,686 for the 86 lots, with only 4 per cent unsold.

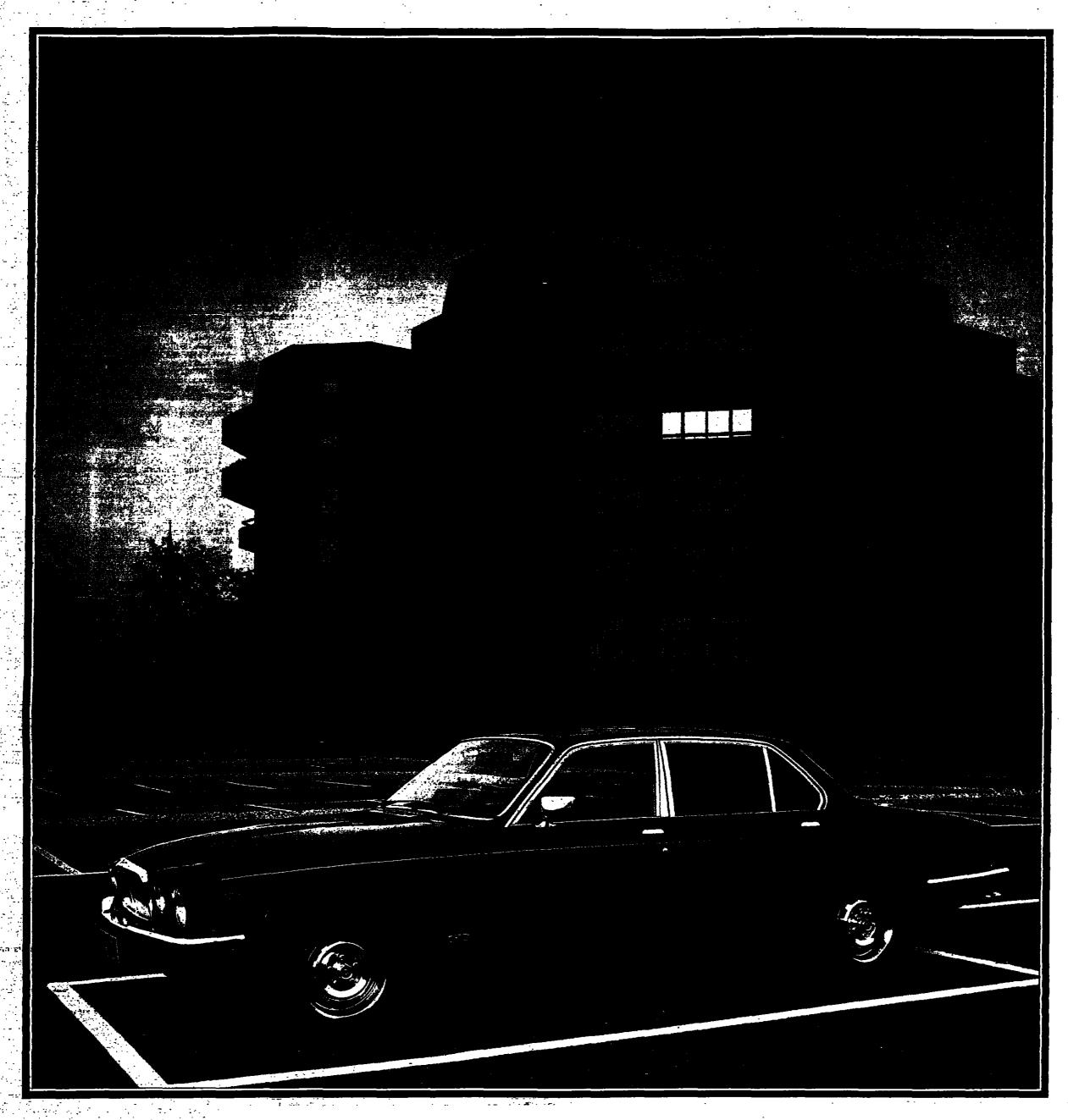
The top price was £23,760, The top price was £23,760, 1848, and £8,100 for a Baccarat comfortably above forecast, paid by the London dealer Delomosne for a very rare St Louis faceted pink ground lily-of-the-valley weight. Only

\$1,890 at Christie's in 1971.

There was heavy American buying. The Bergstrom-Mahler Glass Museum of Wisconsin, which shows only paperweights, millefuori pedestal weight of 1848, and £8,100 for a Baccarat ruby flash overlay upright weight. The New York dealer Louis faceted pink ground third of the lots on offer.

Dan McIngerney, a Dublin Dan McInerney, a Dublin property developer, sold his collection of Irish pictures on

YOUR 1986 JAGUAR. QUITE AN ACHIEVEMENT.



Just think what you've done to deserve it. Perhaps you've charted a successful course on to the USM?

ments

and the minds

Championed a maligned research project that finally bore fruit? Or scored 49 not out in the Father's Day Match?

Whatever your achievement, a new Jaguar XJ6 is your just reward. Because a 1986 XJ6 represents more than classic sporting motoring. It represents outstanding value for money.

These days, believe it or not, many mass-produced executive saloons actually cost more. Yet none of them is a Jaguar.

None has the distinctive blend of unruffled power, and outstanding

balance. The unique combination of refinement from a race-bred 3.4 or 4.2 litre engine, and the restful ambience of a cabin finished in figured walnut. For 1986 we've even managed some improvements.

A more relaxing interior, utilizing wool blend herringbone tweed. Additional wood veneer on doorcappings and console. A yet more acute stereo system.

Chrome finished seat adjusters. (We make no apologies. To a Jaguar driver, the quality of the seat adjusters is of importance.) Ten other detailed

points make this the finest Jaguar XJ6 we've ever built.

Now, just picture yourself behind the wheel of your new XJ6 3.4.

At £15,595 it's not much to ask.



A MOVING EXPERIENCE International Handling and Storage Exhibition

NATIONAL EXHIBITION CENTRE BURMINGHAM 18-21 MARCH 1986

An aid in the cancer **battle**

TWO of the latest liquid scintilation counters sold by Beckman of High Wycombe, Buckinghamshire, are in oper-ation at the Paterson Laboratories of the Christie Hospital and Holt Radium Institute in

With the instruments, re-searchers can obtain information about small concentra-tions of materials useful in the evaluation of new anticancer drugs. More on 0494 41181.

Locking up thieves

A NEW type of magnetic lock from Clarke Instruments of Salisbury, Wilishire, should help to deter thieves by the incorporation of a set of strong metal fingers which grip the device's solenoid. The fingers resist attempts to prise open the More on 9722 23451.

Centrifugal force

ALFA-LAVAL Engineering, based in Brentford, west London, has produced a centrifugal separator tailored to fermentation processes. It can handle 50 cubic metres an hour of feed material and can be fitted to automatic production lines, says the company. Details on 01-560

TECHNOLOGY

Why the lumpy mint sauce flowed evenly on to the plate

properties of liquids is a problem faced by industries with products as diverse as oil, paint, plastics and chocolate.

Bohlin Reologi, a small Swedish company, specialises in computer-based machinery for measuring such properties. Although founded only two years ago, its customers already include companies such as Findus, the frozen food manufacturer, ICI, the UK chemical group, and S. C. Johnson & Son, US maker of Johnson Wax. The need for such equipment

is highlighted by Lindsey Viner, head of Bohlin in the UK. A lavatory cleaner that ran down the bowl in dribbles instead of a continuous sheet and mint sauce that stuck together in large lumps are two of the problems she has been asked to solve.

In heavier industries the study of flow is equally impor-tant. Understanding flow characteristics determines pipe-line design in the oil industry.

Measuring flow (rheological) properties helps not only the acceptability of final products but also in pinpointing the most methods. efficient

Cadbury Schweppes, the UK-based chocolate maker, employs Bohlin equipment to measure characteristics of

ICI has four Bohlin instruments which help researchers
develop paints and plastics. In
recent years, for example, paint
city.

How a liquid behaves can be
poort
the develop paint and plastics. In
recent years, for example, paint
city. technology has become sophi-sticated with the development

pieces within the paint. How paint will behave can be determined by rheological measure metrics of the US, Haake of

The last ten years has been the most

With growth both rapid and consisten

(Consider, for instance, that dividends

And that in an industry that's as tough

Our future looks bright. We'd like you

have grown by over 20% p.a. compound.)

Today, we're one of the leading

companies in the fast-growing financial

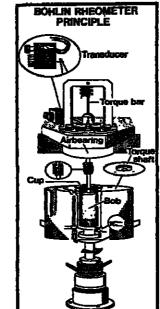
and competitive as any in Britain.

marketing skills than ever before.

successful in our history.

services sector

to be part of it.



ments—it could, for example, tell the research that the polymer particles need to be lighter. There are so many combinations that Colin Mume-Young at ICI's Mond division in Runcorn, Cheshire, describes paint development as "easy to write down what you want but

of solid paint. Paint is basic-ally a suspension of particles in a liquid such as a polymer in white spirit.

Bohlin are well known. For example, one of its techniques is to place the fluid in a rotat-ing vessel and insert a rod Manufacturers' biggest prob-lem is to avoid the settling of the particles. So all depends on the dispersion of the tiny solid from which the drag is con-

one, the cup, holds the liquid; the inner one which can be of various shapes, is connected to a torque shaft. When the cup is rotated, the inner cylinder experiences a drag or torque against the spinning liquid. This resistance twists the shaft—the amount of movement is transformed into an electrical signal by the transducer at the top of the shart. This is a measure of the liquid's viscosity. With slight variations to the technique, other properties can be measured.

West Germany, Contravis of Switzerland and the UK companies, Sangamo Transducers, Viscometrics and Broomfields is in versatility and price.

Its instruments cost from £3,000 for a band-held visco-meter to £30,000 for a top-of-the-range model. Work is in progress on an advanced machine which, at around £80,000, will undercut the price of equiva-lent equipment from competitors by about £40,000.

Without marketing its products, and relying solely on word of mouth, Bohlin has so far sold over 40 instruments, about half of which went for ex-

founder, began his venture part-time from home, while also lecturing at Lund University. He has now been appointed pro-fessor of experimental rheology at Lund, the first such appoint-

tenfold over the next five years. ing at up to 25 times the speed ELAINE WILLIAMS of sound.



FLIGHT INTO THE FUTURE: An impression of a second-generation Concords from Aerospatials of France

Taking-off into the unknown

Michael Donne considers the possibilities for air travel in the 1990s and beyond

the late 1990s. for a UK earth-to-orbit vehicle. This is despite the recent This is the Horizontal Take-Off emphasis, particularly in the and Landing (Hotol), devised US, on the goal of leapfrogging well beyond Concorde by developing much more advanced late 1990s and beyond. Aerospace Planes or Transationspheric Vehicles able to US studies are very preliminary.

atmospheric venicles able to cruise at long distances in low orbit over the earth.

President Reagan underlined the potential for such vehicles in his State of the Union speech last week. Confirming that US research would continue he said they might The company, which employs 16 at the science park in Land, had a turnover last year of SKr 8m (£762,000). It is looking to increase this more than the part five years.

Union speech last week confirming that US research would continue, he said they might eventually make it possible to sky from Washington to Tokyo in less than two hours, travelland at the five years.

ONE unexpected by-product of The idea is arousing interest the US space shuttle disaster on this side of the Atlantic, may be to stimulate a further too. The British Government revival of interest in a second recently agreed to spend up to generation supersonic transport to succeed Concorde in on "proof of concept" studies the late 1990s.

for a UK earth-to-orbit vehicle.

Neither government wants to commit itself to supporting full-scale development of such vehicles until the proposals have been subjected to thorough scientific analysis.

The concepts must still overcome other hurdles, too, notably come other hurdles, too, notably among the world's commercial airlines, which still view them with polite disdain. Their uninterest, and the tragic reminder of the hazards of space flight provided by the shuttle disaster, may yet temper recent enthusiasm for Trans-

atmospheric Vehicles. On the other hand, there have been signs for some time that the climate for a second generation SST may be improving. Aerospatiale, the original French partner in Concorde, said recently that it could fore-see the day of a successor to Concorde and had kept a design

been done, with little publicity.
by Boeing. It believes there
will be a market for such aircraft, provided the seat-mile
cost for airlines is no higher
than for subsonic jet airliners
and production costs are kent and production costs are kept low enough to allow them to be financed entirely from commercial sources.

But Boeing has also warned that until more is known about these issues, the economic viability of an advanced SST will remain controversial.

An important catalyst in the

debate was a report last year by the US Government's Aerospace Policy Review Committee, economics of such a venture, which has never had any doubts and none of the manufacturers that a second-generation SST is likely to be in a position was the most sensible stepping much before the end of the descendent point design commental whitel sight

was the most sensible stepping much before the end or the destone to eventual military and
commercial orbital flight.

The committee, which contains many of the leading and development proposals.

Production—would probably not begin before the early toauthorities in US aerospace, mid-1990s, with the aircraft
recommended three goals for entering service later in the
the construirs aerospatics.

the long-term development of the country's aeronautics. These were: first, to develop subsonic aircraft technology, including the new prop-fan engines, to meet growing com-petition from abroad; second, to develop the technologies for "efficient long-distance super-sonic cruise; and third, the development of Trans-atmospheric Vehicles. Though the key technologies

Though the key technologies needed for supersonic cruise

The committee envisaged a supersonic vehicle, perhaps capable of Mach-3 (about 2,000 mph), shaped like an clongated Concorde and carrying 200 to 250 passengers. It would be suitable for both military and comable for both military and com-mercial use, particularly on trans-Pacific routes linking the US with Japan and south-east

Asia.

The aerospace industry will almost certainly want to spend several more years studying the

decade.

Such a market suits Concorde, which will have been in service 20 years by then. Several million air travellers will have sampled the benefits of supersonic flight and a market will have been created which will have been created which will not want to revert to subsonic flight.

The prize could be substantial. As Reeing puts it: "Ultimately, the industry which offers world airlines an economically viable supersonic trans-

venture.

capability had not been aggres- ically viable supersonic transMost of the research into sively developed since the deport will enjoy enormous
second-generation SSTs has mise of the earlier US SST promarketing success."

ourdazzling



We've a clear business strategy based on innovation and service that will guide our success through the eighties and And better products, organisation and Sun Life: our record ten years

Dividends up over 20% p.a. compound Group funds up from £595 million to £3,267 million

Premium income up from £86 million to £415 million Expansion in pensions, unit-linked, unit trust and

investment management services No. 1 in the Management Today', City Growth League 1985°

(Based on latest audited results)

*August, 1985.

For more information on one of Britain's most successful life and pensions offices, contact: Sun Life Assurance Society plc, on Factline, 01-606 7788 or write to 107, Cheapside, London EC2V 6DU.

A major force in British Life for 175 years ABI

The challenges yet to be met

THANKS to the US space shuttle programme and recent developments in military supersonic airliner benefit from much advanced technology than was available when Concorde was

ambitious plans to build a Transatmospheric airliner, able to soar as high as 100 miles above the earth at speeds of up to 14,000 mph, would require still further breakintenaghs, particularly in engine technology. These are the main achievements so far—and the challenges yet to

be met.

Materials: Big weight savings are available from new materials. These include plastics composites include plastics composites. carbon and ceramic threads, and metal-matrix compound -metals reinforced with ceramic, beron or carbon

payload doors was cut by 23 per cent by making them from carbon fibre instead of aluminium. Almost a third of the latest versions of the Harrier jump-jet airframe is made of carbon fibre.

Carbon-carbon (pyrelised

need for advances in aero engine technology

C on re-entry. Parts of the wings of

to withstand 120 deg C as the vehicle cuts through the air at its top speed of Mach-2. An increase of speed to Mach-3 would have pushed required use of more expen

the leading edges of its wings can withstand temperatures of up to 1,200 deg C, while silicate tiles on its lower surfaces protect it against

Concorde, most of which is made from aluminium, have

used to make engine pumps, turbine blades and combus-tion chambers which heat to as much as 1,400 deg C. The shuttle's thrust chamber is made of a new alloy co

But many new materials

The blades of the compressor, which push air into the igni-tion chamber, interfere with movement of the inrushing air, Researchers are working on types of engine such as supersonic combus-tion ramjets (scram-jets) which would dispense with

compressors.

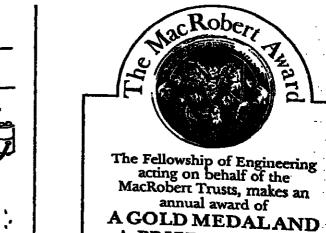
One design approach to a supersonic aircraft would be to use jet propulsion for take-off, switching to scramtake-off, switching to seram-jets at speeds of more than Mach-3 and then to rockets fuelled by liquid oxygen to take it beyond Mach-8 about 12 miles above the earth. US space researchers are working on reckets which would use hydrocarbon, a denser fuel which needs less storage space.

storage space. Avionics: Advanced systems developed for the space shuttle enable astronauts to give instructions to a chain of sirframe parts such as steer

ing rudders.

Landing Systems: shuttle has an automatic landing system which uses puterised range-finding equipment to control 44 small rocket thrusters. These kelp guide the shuttle as it lands at 200 mph.





A PRIZE OF £25,000 for an outstanding innovation in engineering or the other physical technologies which enhances the prestige and prosperity of the

United Kingdom. SUBMISSIONS FOR THE
1986 AWARD ARE
INVITED BY 1ST MAY

The MacRobert Award Office the MacRobert Award Office ttle Smith Street, London, SWIP SDL Tel: 01-222 2688

THE MANAGEMENT PAGE

STUDENTS of large Japanese companies tend to fall into two camps. The first believes that Japanese companies simply do things : befter than Western companies. The second group believes that Japanese com-

Proponents of the second camp won a victory last summer when the European Commer when the European Commission decided to impose stiff import duties on Japanese electronic typewriters. The results were swift and dramatic. Exports of Japanese electronic typewriters to Europe, running at about \$0,000 to 40,000 units a month. Aropped to nearly zero. Distributors were told to live off stocks while manufacturers, such as Canon, Sharp and Brothes, rushed to increase their European-based production.

their European-based pro-duction.

This is the story of Brother Industries, the 52-year-old sew-ing machine company which became the wunderkind of the typewriter business when it ploneered its featherweight electronic portable in 1980. Brother's story is unlikely to make any converts among those in either of the two mentioned make any converts among those in either of the two mentioned above. However, it does go a long way towards illuminating the reasons for the successes of many export-oriented Japanese companies over the past decade. At the same time, it provides a rare glimpse of some very special, very serious, Japanese management problems—the sort management problems—the sort very few, if any, Western com-panies would have cause to encounter.

encounter.

Brother was founded in 1934 by two brothers fhence the name), Massyoshi and Jitsuichi Yasui who decided to produce a domestic version of the Singer sewing machine. During the 1950s, the company expanded into typewriters, a somewhat remarkable move considering that neither of the founders or top executives spoke or wrote English. Nonetheless, the attention to production efficiency and less controls learned in maktest controls learned in making making making making washing washing washing to typewriters. Before long, Brother had established itself as a leader world-

The second secon

The state of the s

County little County little County little

and the

The second

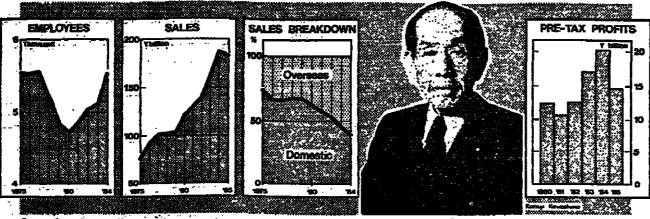
and the second s

a. i ime beg

1000 (1000) 1000 (1000) 1000 (1000)

w lastical ន សេក្សា ខ្មែក

be m



Why Brother sees a dilemma in expanding overseas

Carla Rapoport on the Japanese company's fear of losing its suppliers' technology

top officers recently described in funereal tones, a 15 per cent drop in pre-tax profits as the worst in the group's history. Based in Nagoya, Tokyo's third largest metropolis, Brother is now coping with the responsibilities of its years of success overseas. Considering Japan's huge trade surplus with the West, many say that large exporters like Brother should invest in production facilities near their major markets. This would both help reduce the trade surplus and boost employment in the overseas market. So far, Brother has maintained a firm grip on its production, with most of it still in Japan. Only in the light of in Japan. Only in the light of the punishing. EEC anti-dumping duties on typewriters, it is now cranking up a rela-tively young Welsh plant to meet its European needs. Even labed itself as a leader worldwide in the low-price portable
market :0n further diversifying
into electronic printers and
other office machines, exports
for the group surged from ??
Per cent of sales in 1875 to 61
per cent das leady path
been on an all-but steady path
been on the same plans and become a from
cassing job losses at
ful of caising job losses
Brother is worrying about are
should appear to be one its
Brother has already cut down
on 20 to 30 per cent of its parts
supplies in business machines,
due to the switch to European
reather observed on his face, Watanabe explains,
that many of these suppliers in business machines,
due to the switch to European
reather observed on his face, Watanabe explains,
that many of these suppliers in business machines,
due to the switch to European
reather observed on his face, Watanabe explains,
that many of these suppliers in business machines,
due to the switch to European
reather observed on his face, Watanabe explains,
that many of these suppliers in business machines,
due to the switch to European
reather observed on his face, Watanabe explains,
the same plans and become a from
the world water and of the switch to European
reather observed on the switch to European
reather observed on the same plans

most think of a different way. I don't know what But the US has its own problems with these multinationals. They may be good for the individuals [working for them] but not for the country. The fact that com-panies can survive doesn't mean that countries can," be

Kawashima's comments reflect the strong streak of patriotism or nationalism which runs through corporate Japan. Top executives are openly proud of Japan's low unemploy-Top executives are openly proud of Japan's low unemployment rate, its safe, peaceable society and the part their companies, play in it. They are not so proud or confident of their abilities to export their range. abilities to export their management know-how to foreign soil.

measure of the company's be workable to me. The US currently under way, for train each other. They are steady success that one of its way is trying to get all the example, will only cut down treated like one of us while top officers recently described in funereal tones, a 15 per cent quarters [without concern for sales of Brother's business drop in pre-tax profits as the host country]. For us, we machines division by 4 per cent. As a result, no job cuts are forecast among the 2,000 employees in business machines. However, a similar number of people are employed by Brother's sub-contractors and already, some of those jobs have

> "Yes, I feel responsible for those jobs. In a sense we are interdependent on each other. If we stop buying from company B, what if we need company B in a year's time? Or if we de-Watanabe

reckons

Why do they return to the small shop? "Most of those engineers select the small company for the freedom they can have to express themselves fully. Often, the rigid struc-ture of the big company pre-vents that freedom," says Wata-

But perhaps that kind of symbiotic relationship could be developed in overseas plants with overseas suppliers? Brother says it has been pleasantly surprised by the high quality of managerial and production talent it has found at the first oversease. its UK plant. Already, the Wales facility is up to 50 per cent local content and it expects to break even this year. Brother wants to increase the local content proportion, but it is

widening its UK component production, and these have beeen "favourable," it says.

Still, at no time in its his-tory has its technical know-how been more crucial to its future success. Yoshibiro Yaszi, one of three senior managing directors and in charge of R and D says: "In the past, it took five vears to develop a product and it could enjoy five years of sales. Now, it takes five years to develop 2 product and it has about two years of sales. So, in order to keep pace with the changes, we just have to be quicker."

Masami Hanazono, one of two Masami Hanazono, one of two managing directors, puts it another way. In 1980, he says, 7m units of mechanical (electric and manual) typewriters were bought worldwide. In 1983, the market had discovered electronic typewriters. By 1985, 9m typewriters were sold, only 50 per cent of these were machanical mostly portable, the mechanical, mostly portable, the rest were electronic. By 1990, according to Hanzono, the market will absorb 12m units. but only 20 to 30 per cent of these will be electronic and only 15 per cent or so mechani-cal. The new product does not really have a name, but it will be a typewriter-word processo aimed at the home or office typist who does not need or want a full word processor, but simply a typewriter with good editing and memory capacity. In three years Hanzono

expects the new home word processor to take over in the typewriter market. "The key is cracking the \$300 per unit level. Right now we have a word processor for \$500 to \$600. The maximum it will take us is three years," he says.

At the same time. Brother will be coping with the effects

of a strengthened yen. A stronger yen, according to Brother officials, means even more production efficiency and finding one new electronic com-ponent, for example, which can be used where two components were used previously.

Exports, of course, will have to drop back somewhat. But a co-ordinated effort to more accounting about the core.

production abroad will be some years ahead, if ever. Yasuo Isono, Brother's corporate planrather obedient to assemblers ning office manager, sums it and manufacturers," says Kawashima. "But when our team companies to achieve a target which few other companies have achieved in foreign countries. Most of the things going for us in Japan cannot be exported. These are cultural things, one language, high educational standard, high motivation, poli-tical stability.

"These things have been given the name Japanese management, but they are not management. They are unique to Japan," he concludes.

Vignettes of excellence

Christopher Lorenz on a management thesis

At ICI, Conran's equally colourful counterpart, Sir John Harvey-Jones, frequently indulges in what he calls "a sort of public striptease." When he sits in on the chemical giant's way we make mistakes . . . After all, the company isn't run by a bunch of supermen. We have the same limitations as anyone else."

purposes. Conran's character-istic "mucking-in" with his staff in 1984 was, among other things, calculated to reinforce his company's energetic, entre-preneurial culture at a time when the organisation's rapid growth in size could have easily swamped it with remoteness

and bureaucracy.
Several stages further along the chain of organisational evolution, Harvey-Jones was and still is—trying to liberate the many divisional sub-cultures within ICI from the heavy chain of hierarchy and centralisation which bound them for 30 years, until he took over in 1981 in the midst of the company's worst-ever financial crisis.

These revealing vignettes, and a host of others like them, are contained in "The Roots of Excellence," by Ronnie Lessem a business consultant and academic, which forms part of a new series on "The Successful

Manager."

The series is being compiled under the aegis of Britain's Association of Teachers of Management. It already includes books on "managing your own career," "manage your time" and "managing your self." Volumes on such topks as organisational change, "superteams" and "managers who think" will be published in

Lessem's book is a provocative and thoughtful interim contribution analysing the experience of companies of very different size

Lessem's book is a provocative and thoughtful interim contribution.

*Published by Fontane in paperback at between \$2.95 and \$3.95.

A BURLY figure dressed in sweatshirt and jeans climbs out his own small translation company in Sinclair Research and line for a pot of paint. Sir Terence Conran, chairman of the thrusting Habitat-Mother-task of illustrating many of the care retail empire, has come to help his staff put the finishing touches to a new complex of stores in London's Tottenham are needed at different stages of corporate development, and in different external environments. in different external environ-ments. It also contains a set of ments. It also contains a set of highly revealing interviews with managers in several of the

companies. rather than making heavy-handed authoritative decisions), but also for the feeling of liberation that is clearly felt In their different ways, the right down the organisation two men's actions serve similar beneath him.

Jargon free

In spite of a few quirky phrases and concepts, the book is refreshingly free of the complexities and jargon which bedevil most of the (mainly American) work which is already available on the subject. But Lessem fails adequately to illuminate his central argu-ment: that large companies must now move beyond the stage of mere "managing" into a new and much more diverse and flexible style of operation, which he (rather confusingly) calls "the developing corpora-tion."

Like a growing number of American writers and academics in recent years, be certainly establishes the need for this new type of organisa-tion. But, though he claims to go further in his analysis and go further in his analysis and prescription than such bestsellers as "In Search of Excellence" (much of whose terminology he borrows), he fails
clearly to point the way.

As he says, pioneers such as
ICI are only just starting to
recover their terminate what for

grope their way into what, for practitioners and observer-theorists alike, is virtually virgin territory. Both parties have plenty of work to do before the new ideal becomes a reality.



The Chinese was refurbishing a furniture factory. Importing a large amount of foreign equipment to be paid for in hard currency. But the factory only produced for the domestic market.

Problem. He had no exports with which to recoup the outgoing currency.

He came to Generale Bank in Beijing. They contacted the Foreign Trade Promotion Department of their Head Office in Brussels, and asked about possible customers. Belgium occupies a prominent position in the furniture market. Not surprisingly the answer came back the same week.

Enter the Scot. Her company badly needed a new supplier. It was the perfect match.

Generale Bank made the introduction, then structured and financed the deal. The Scot got her supplies and the refurbishment went ahead immediately.

We did it for them and we can do it for you.

Generale Bank

Montagne du Parc 3, B1000, Brussels, Belgium.

A journal d'exception, service d'exception.

Parce qu'ils ont besoin du Financial Times pour pouvoir commencer leur journée de travail, celui-ci est déposé chaque jour chez ses abonnés, quelques heures après son impression, par un service spécial et exclusif. de livraison par porteur dans les localités suivantes: Paris, Hauts-de-Seine, Lyon, Nice, Cannes, Monaco, Sophia Antipolis, Toulouse, Grenoble.

L'abonnement annuel (service compris) coûte 1540 F. Si vous souhaitez, vous aussi, faire partie des privilégiés qui en bénéficient

renvoyez le coupon-réponse à :
Ben Hughes, Financial Times,
Centre d'Affaires Le Louvre de Rivolt 75044 Paris Cedex 10 ou 168, rue de Kivon /30-23 téléphonez-lui au 42.9796.23



HAND DELIVERY

SERVICE

Union accepts TUC ruling on Murdoch plant

THE TRADES Union Congress print union members; not to nego-

court charges brought against the union for its blacking at wholesalers of News International's newspa-The Times, The Sunday Times, The Sun and News of the

World.

Bankers told Sogat yesterday
The executive of the EELPU took
that all accounts had been frozen as
that ill minutes to decide a result of the sequestration order.

Rightmotists to agree to the TAC's
Sogat's action was taken after NI
spectrum of the property of the sequestration order.

Sogat's action was taken after NI
spectrum of the property of the sequestration of the property of the sequestration of the sequestrati

(TUC) crisis with the EETPU electricians union over News Internation establish joint negotiations with tional's (NI) new printing plant at the company; not to reach any Wapping in east London was effecting agreements with NI; and not to reach any single-union agreements

tively ended yesterday.

Teach any single-union agreements except as provided for by the TUC.

The EFTPO's acceptance to the TUC's conditions does bind the union's activities over Wapping although the union's activities over Wapping although the union's activities over Wapping although the union does not have to instruct its members not to cross picket lines at the plant.

Refusal of the conditions would have led to disciplinary action, possibly including suspension and exwas authorised for contempt of pulsion, being taken by the TUC.

the union 5 C17m total assets. This sibly including suspension and ex-was authorised for contempt of pulsion, being taken by the TUC against the union, but on being told of the EETPU decision, the TUC stood down plans for an emergency general council meeting set for this afternoon.

In NI; not to recruit into the union switch of newspaper production to sais at NI that they are carrying there have been doing work tradi-

Lloyd's expected to keep bar on Posgate

BY JOHN MOORE, CITY CORRESPONDENT

TRUE HULLING council of the Lloyd's found quilty of receiving gifts deinsurance market in London is set signed to influence his underwritto bar Mr Ian Posgate from returning to the market as an underwriter in ing judgment at Lloyd's.

In his campaign to return to the after a period of suspension. Officer market Mr Posgate is supported by ing to the market as an underwriter after a period of suspension. Offi-talls restandly were attempting to finalise the notification of the decision and to draft a letter informing Mr Posgate of the council's latest

view of his reapplication to work in

to return to the market after a six-month suspension. He had been

ANTWERP/BRUSSELS/GENT/KORTRUK

LEUVEN/LUXEMBOURG

Your subscription copy of the FINANCIAL TIMES can be hand-delivered

to your office in the centre of any of the cities listed above. For details contact: Philippe de Norman. Tel: 02 513 2816. Telex: 64219.

Mr Golin Baillieu, a member of the Lloyd's council, who is one of the eight representatives of the mem-bers who do not work at Lloyd's. lieu should become chairman of the underwriting agency Posgate & Denby, where Mr Posgate's family holds a controlling equity interest.

BELGIUM & LUXEMBOURG

Defence Ministry reviews

priorities

THE MINISTRY of Defence is carrying out a review of long-term commitments which will entail "difficult decisions," Mr George Younger, the Defence Secretary, told the House of

Commons yesterday.
Mr Younger insisted, however,
that there was no need for any. fundamental change in defencommitments or the main roles undertaken by the armed forces. He said the review was part of the normal annual process of de-termining priorities in order to match forward programmes to availahle cash.

"I am not conducting a defence review in the terms that the Labour Party considers it. I am looking at the present position of resources, and some difficult decisions will have to be taken. But there will be no need for any change in our main defence cost-ings," he said.

Mr Denzil Davies, the shadow

defence secretary, said Lebour welcomed the announces the review, which would show that the defence budget was out of control by about 21bm.

Mr Davies said the Govern-

ment would find it impossible to finance the Trident nuclear missile system and its existing com-

was "folly" for the Government to pretend that there was no cir-sis in defence spending. "It is far better to have a defence review." now to tackle the fundamental choices, rather than waiting until the position becomes unte

Mr Younger said the Government had set out quite clearly what defence spending would be over the next three years. He said it was 20 per cent higher inreal terms than the level of 1979, and insisted that there was a firm commitment to the Trident

Later Mr Younger refused to confirm a claim that the Governconfirm a claim that the Govern-ment is considering buying or leasing six Advanced Warning and Control (Awac) aircraft from the US to replace the troubled Nimrod airborne early warning system being developed for the RAF by GEC.

Tory MPs spring to Thatcher's defence

MINISTERS joined with Conserva-tive backbenchers in the House of Commons yesterday in rallying to the support of Mrs Margaret Thatcher, the Prime Minister, as Labour MPs sought to exploit her recent difficulties by suggesting that she would be their biggest as-

set at the next general election. Launching a sustained barrage of mockery and ridicule, Labour backbenchers bailed the Prime Minister's entry into the chamber by waving their parliamentary order papers in the air - a ritual normally associated with a parliamentary

Mrs Thatcher responded in kind by according her tormentors an exaggerated how as she stood to answer questions.

answer questions.

She was momentarily put out of her stride when Mr Merlyn Rees, the Labour MP who acted as campaign manager for Mr James Callaghan when in 1976 he outstripped the other contenders in the race to succeed Mr Harold Wilson (now Lord Wilson) - the last Prime Minister to step down at the halfway stage of a parliament - forced her to comment on the speculation about how much longer she is likely to oc-cupy No 10 Downing Street. He referred to the "brilliantly co-

ordinated speeches made by Mr Michael Heseltine, the former Defence Secretary, and other likely contenders for the Conservative leadership at Blackpool last week-end and asked if she would be leading the Government into the next

general election as Prime Minister. Mrs Thatcher retorted that she had seen off two Labour governments and added: "I hope to see off

Thatcher: 'Seen off two

Labour MPs roared their approv al at this implied admission that she expected to see another Labour government take office, but Mrs Thatcher quickly recovered when Mr Neil Kinnock, the Labour leader, joined the exchanges. He em-phasised that the number of people who had been unemployed for mixed than a year now exceeded the total number who were out of work when

she took office in 1979. Mrs Thatcher told him that she had seen off three Labour leaders (Mr Wilson, Mr Callaghan and Mr Michael Foot), and declared, to government cheers: "I hope to see you off. too."

Mr Kinnock dismissed this claim, saying it had not convinced anyone on the opposition benches and very few on the government benches. He complained that if she remained Prime Minister much longer, she would "see off the country."

Committee still awaits Westland documents

BY PETER RIDDELL, POLITICAL EDITOR NEGOTIATIONS were continuing

NEGOTIATIONS were contained as in ight about the defence select committee's request for full texts of thing in the position that cannot be resolved, although they insist that

week that the summaries provided bly in confidence.

by the Government are misleading. with Westland, and whether he sub- may wish to see.

This follows claims by Mr Mi-the summaries. Committee mem-chael Heseltine, the former De-bers believe that they will see the fence Secretary, to the MPs last substance of the documents, possi-

The committee said it had re The dispute concerns the extent ceived an offer from Mr Alan Bristo which the Government and Mr tow, the former helicopter operator, Leon Brittan, the former Trade and to give evidence and will bear this Industry Secretary, were even-banded in meetings last October sider the further list of witnesses it

Final offer on Nimrod made by GEC

By Bridget Bloom

GEC, the UK electronics group, has submitted its final offer to the Min-istry of Defence (MoD) for completing development work on the con-troversial Nimrod early-warning aircraft. The future of the aircraft is to be discussed by the Cabinet later

The GEC offer, submitted late on Monday, is described by the company as involving important changes in the proposals put to the MoD before Christmas.

before Christmas.

Ministry officials made clear yesterday that Mr George Younger, the Defence Secretary, would still seek Cabinet approval to cost alterdatives to Nimrod as a possible pre-lude to cancellation of the whole

project. The alternatives are believed to include not only the purchase of the US Awars (advanced warning and control: system) aircraft from Boeking but the possible leasing of Awars from the US Air Force to fill the immediate gap in Britain's air defences.

It is understood that GECs new proposals after neither the price nor the timescale for completing development work on the complex radar and electronics systems, known as the mission avionics, which have failed to work to the RAF's satisfac

GEC has offered a price of about \$345m, excluding value-added tax and finance charges, and says it will complete most of the work, inder a fixed-price contract, by De-cember 31 1988. It is seeking an extra six months, until May 1989, to complete the RAF's requirement for sustained tracking of targets.

The company now says it has narrowed down its differences with the RAF and is able to meet all but five of the RAFs 48 detailed requirements, which would enable it to reach what is termed the minimum initial operating capability by the end of 1988.

It wants further discussion of the five outstanding items, but says those are not critical and would not

add to the overall costs. The 11 Nimrod aircraft, originally ordered in 1877 in preference to Awacs, are already three years late in entering service. By last Novem ber, they had cost the equivalent of 1882 at today's average prices, Mr Younger told the House of Commons yesterday.

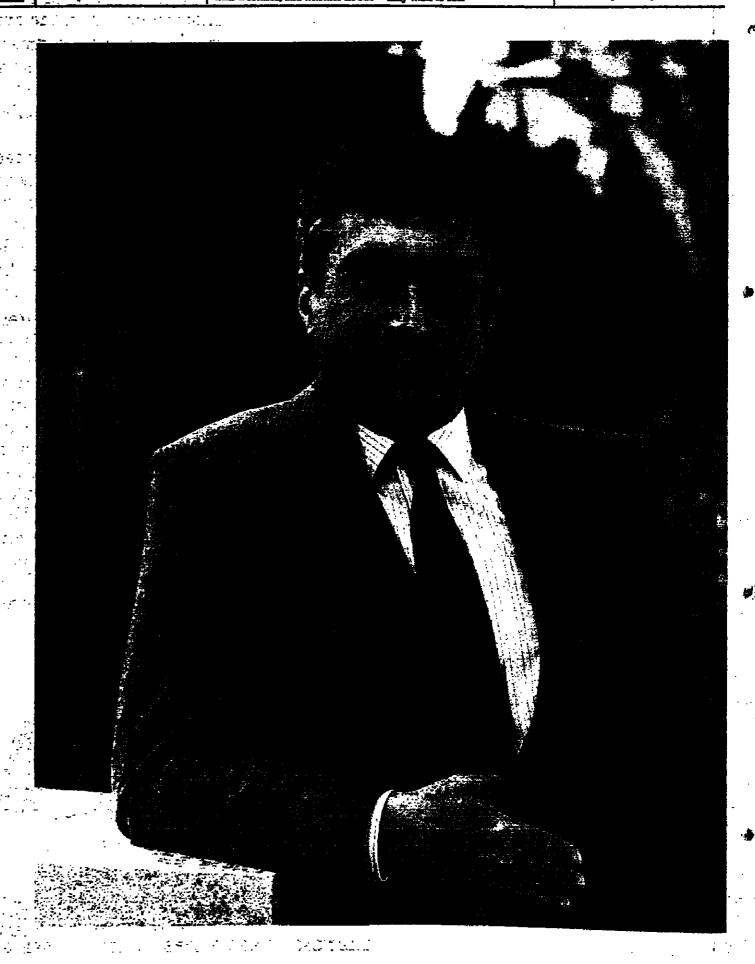
"Qualité"

"To me, quality means attention to even the smallest detail. So it is with SAS. Why just look at the champagne they serve..."

> **CLAUDE D. DEVOS** POMMERY. REIMS, FRANCE. 200 FLIGHT HOURS A YEAR.



SAS EuroClass and First Business Class. More legroom. Wider, more comfortable chairs. Fewer seats abreast, more elbowroom. Separate cabin. First Class meals. Free drinks, wine and champagne. Access to Scanorama Business lounges at 18 airports around the world. All for the normal economy fare. Fly SAS next time and let us invite you to a glass of Pommery!



made

Shaping International Finance

In the complex world of international capital movement, the ability to act with strength and speed at key points is crucial. Nomura has that ability globally — in Europe, America, and in Japan.

Rapid innovations in capital-raising instruments and the emergence of new markets present a great challenge to financial institutions throughout the world. Nomura is meeting these challenges, and our clients are reaping the benefits.

In 1985, Nomura was privileged to lead-manage the Asian tranche of the public offering of British Telecom shares; and through its arrangement of swap agreements (the leading edge of underwriting competition) Nomura has also won recent acclaim as the house that produced the 'swap of the year'.

As another facet of their strategic corporate planning leading companies are looking to establish a presence in Japan's capital markets. Here, too Nomura plays an integral role in bringing international markets closer together. Of the ten foreign companies listed on the Tokyo Stock Exchange during the last year, Nomura sponsored five. The shape of international finance today remains fluid; this leaves the way open to new possibilities, new challenges, which Nomura is ready and able to accept.



THE NOMURA SECURITIES CO., LTD.
Tokyo Head Office Tel: (03) 211-1811, 211-8811

NOMURA NTRNATIONAL LIMITED (LONDON) Tel: (01) 288-8811

NOMURA EUROPE N.V. (AMSTERDAM) Tel: (020) 444860

NOMURA EUROPE GmbH (FRANKFURT) Tel: (069) 770621

NOMURA (SWITZERLAND) LTD. Zurich Head Office Tel: (01) 21 99 111/

Geneva Office Tel: (022) 32 46 46/ Lugano Office Tel: (091) 20 22 22

NOMURA FRANCE (PARIS) Tel: 0145621170

THE NOMURA SECURITIES CO., LTD., BRUSSELS REPRESENTATIVE OFFICE Tel: 280-7167 >

NOTICE OF REDEMPTION

To the Holders of

Bank of Tokyo (Curaçao) Holding N.V.

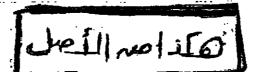
U.S. \$100,000,000 125% Guaranteed Bonds Due 1992

NOTICE IS HEREBY GIVEN to the holders of the 12%% Guaranteed Bonds Due 1992 (the "Bonds") of Bank of Tokyo (Curaçao) Holding N.V., a Netherlands Antilles corporation established in Curaçao (the "Company"), that pursuant to Condition 5(b) of the Terms and Conditions of the Bonds, the Company has elected to redeem, on March 14, 1986, a part of the

Bonds in the aggregate principal amount of U.S. \$9,000,000 and bearing the following serial numbers at the redemption price of 101% of the principal amount thereof, together with accrued interest to such date of redemption which will amount to \$15.43 for each Bond.

SERIAL NUMBERS OF BONDS TO BE REDEEMED

(Continued on the following page.)



(Continued from the preceding page.)

Repulsion is the

The market

" I'd iih accidd

Payment of the redemption price and accrued interest to such date of redemption will be made on or after March 14, 1986 upon presentation and surrender of the Bonds to be redeemed, together with all appurtenant coupons maturing subsequent to March 14, 1986 at the principal offices of any of the following Paying Agents, namely, The Bank of Tokyo Trust Company in New York City, The Bank of Tokyo, Ltd. in Brussels and London, The Bank of Tokyo (Luxembourg) S.A. in Luxembourg and Bank of Tokyo (Switzerland) Ltd. in Zurich, except that payment of the above-mentioned accrued interest will be made only at the aforesaid office of any Paying Agent other than the Paying Agent in New York City.

On and after March 14, 1986, interest on the Bonds to be redeemed will cease to accrue.

BANK OF TOKYO (CURAÇAO) HOLDING N.V.

By. The Bank of Tokyo Trust Company as Fiscal Agent

Dated: February 12, 1986

UK NEWS

Ford talks 'may have strained' Free shares offer to Appeal Austin Rover link with Honda opens over ownership

of TSB

AN APPEAL by the Treasury and

had been scheduled for this month.
The Treasury had considered that
the assets belonged to the benk itself, but Lord Davidson held that

TSB Scotland was an unincorporat-ed association and that the assets

were the property of its depositors. Opening the appeal for the Trea-sury, Mr Alan Johnston, QC, said the issue in the case was the extent,

if any, to which depositors had a proprietary interest in any surplus

The context in which the matter arose was the TSB Act 1985, which sought to effect the flotation of the bank to the public by the issue of

Under the new legislation, the as-sets would be transferred to a new company, effectively achieving closures Mr Johnston said. The depositor who brought the case, Mr James Ross, a retired Scot-tish civil servant, contended that a

amounted to an appropriation of his property as a depositor if there was a surplus. Mr Johnston said the essential

contention of the Treasury and the bank was that the bank was a legal personality separate from the depo-sitors, who were not members of

The rights of depositors were reg-ulated and limited by contract and the terms of that contract were to be found in the relevant legislation and the rules of the bank.

The essential contention of the Treasury, he said, was that the correct approach was to look at nothing further than the 1981 TSB Act.
That act was a consolidation of previous legislation and the determina

The other approach, which found favour with Lord Davidson, was to look at the whole history of the bank and to construe the effect of the most recent legislation.
If one was to embark on this historical survey, the Treesury claimed, the result would be the

same. But Mr Johnston's primary

submission was that it was not necessary to look at the history of the bank.

garded the bank as a society and that the depositers were customers

and not part of the bank, Legisla-tion made clear distinctions be-

tween the bank and the depositors. The bank and its property were

wholly separate from the rights of depositors.

The hearing continues today.

Data service

by FT group

THERE IS an argent need for the UK business community to appreciate the value of electronic information if Britain is to continue as a

world leader in the area, Mr Geof-frey Pattie, Trade and Industry Minister with responsibility for in-formation technology, said yester-

He said that electronic publishing

He said that electronic publishing was already contributing to Britain's trade in information, but too few companies were capitalising on the export potential represented by database technology and the growing importance of tradeable information.

Mr Pattie was speaking at the in-auguration of McCarthy Online, the

eighth electronic business service to be launched by the London-based

Financial Times group.

The new service has been developed from the McCarthy business card system. It offers a daily record of the full text of articles from 58

business publications from around the world via most existing desktop

terminals.
Millions of words can be searche

in the system, which is held on the Datasolve database, with five plain: English commands. The charge for 100 hours of connection to McCar-

thy Online will be £6,230 and the

company hopes to have 50 customers by the end of this year.

In 1983 the Financial Times closed its loss-making electronic

publishing company, Fintel, which was based on viewdata technology.

Electronic services launched since

then have been rinning at a profit.

Mr Martin Brooks, director of

lectronic publishing at the Finan-

cial Times group, said yesterday: "We are confident now there is suf-

ficient market for information on-line services. Further electronic

services will be launched later this

year. Financial Times newsletters

are being put on-line and there are

plans to deliver them as electronic.

Mr Frank Barlow, chief executive

of the Financial Times group, said

that the "big bang" facing those in publishing because of technological change was just as big as that which the City of London faced be-

launched

By Raymond Snoddy

of the bank on closure.

£1bn worth of shares.

Current negotiations between Honda and Austin Rover on a furthe Trustee Savings Bank (TSB) against a Scottish judge's decision last November that the bank's assets in Scotland belong to the depositors began in the Court of Session in Edinburgh yesterday.

The case has delayed the planned film flotation of the TSB, which had been scheduled for this month. ther collaboration project, a joint replacement for the Maestro and Rover 200 series, have become "very heated" since disclosure of the talks with Ford, said Prof Jones.

An agreement committing Honda
and Austin Rover to the project is
the for signing in the next few talks with Ford, the Government

tin Rover after disclosure of the science policy research unit, said it now-aborted talks with Ford, Prowas "very unlikely" that Honda fessor Den Jones, a motor industry would have been informed about the talks with Ford.

The best method of securing a fu-ture for Austin Rover would be for the UK Government to guarantee more lending while the company seeks to become "a BMW of the 1990s", said Prof Jones.

HONDA "is going to be very scepti-weeks. Prof Jones, senior research "has bound itself in to a situation cal" about its future links with Aus-fellow at the University of Sussex's where it cannot sell Austin Rover."

Even without a takeover or more government finance, Austin Rover might "muddle through" into the next decade, and possibly make a profit, said Prof Jones.

If Honda could be persuaded to take over Austin Rover, that could be the best solution in the absence of more government money, said Prof Jones. But Honda had persis-tently refused to take a stake and there were no other apparent suit-

Robot installation rate slackens

BY GEOFFREY CHARLISH

FIGURES released vesterday by place in the UK totalled 3,208, but their robot populations, while numbers of the pritish Robot Association show the increase over 1984 was only 22 that the rate at which the UK is installing robots has slowed in the West Germany and the US were last year for the first time, while 8,000 (33 per cent) and 20,000 (54 per of robots installed by the road vehicles.

slowdown was the smaller number of robots installed by the road vehi-cle industry. Most UK plants suited rowth in West Germany and the cent), respectively.

S has accelerated.

Since 1983, both the UK and West to robotic spot welding of bodies. By 1985, the number of units in Germany have roughly doubled have installed them.

workers in buy-out

Air Richard Fortin, nead of the Lloyds team handling the buy-out, tell the state-owned National Bus said the share offer had not previously been made in a UK buy-out. The Trafalgar House group has also expressed interest in buying the yards.

The Government is expected to tell the state-owned National Bus Company (NBC), Britain's largest bus operator, to split three of its subsidiaries ahead of privatisation. The decision, which NBC now appears to have accepted reluctantly, followed the state-owned National Bus Company (NBC), Britain's largest bus operator, to split three decision, which NBC now appears to have accepted reluctantly.

EMPLOYEES of the Vickers and Cammell Laird warship yards have will build nuclear submarines for been made an offer of £150 of free the £10bn Trident project. But the shares for every £500 or more they signing of the first order has been buy themselves, if the joint mandelle the shares and the statement and the statem agement and employee buy-out surances of compensation if Trident succeeds.

The free shares will come from the holdings of Lloyds Merchant Bank and other institutions backing the buy-out. If all 14,000 employees of the two yards in north-west England buy £500 worth of £1 shares, free shares worth over £2m could be issued.

The joint Vickers and Cammen the warship yard privatisation or the warship yard privatisation or dered by the Government, Vosper Thorengland buy £500 worth of £1 shares, free shares worth over £2m could be issued.

Mr Richard Fortin, head of the ment teams.

The Government is expected to

The institutional backers will ac- follows the view of Mr Nichola: tually be giving away a proportion Ridley. Transport Secretary, that of the shares they will have the subsidiaries – Ribble Motor in bought," Mr Fortin said. Vickers north-west England, Crosville Moand Cammell Laird are the last of tor in North Wales, and London the warship yards owned by British Country Bus – would dominate Shipbuilders to be put up for sale.

BR

NBEATABL



Minimum initial investment £250
Monthly income option at \$38% net (9.25% C.A.R.)

TRIDENT GOLD PLUS

Whether you have £250 or £250,000 to invest, Trident Gold could be very good news indeed.

There are three accounts in the scheme. All offering highly competitive interest rates. All offering instant access, without penalty, to the whole of your investment at any time.

And, with Trident Gold. you choose the interest rate.

There are three, depending on the size of your initial investment.

£250 or more, for example, earns a full 9.25% net; £5,000 or more earns 9.55% net; whilst £10,000 or more qualifies you for no less than 9.80% net-all three paid annually.

(Wealso offermonthly interest



Simple. Flexible. No notice. No nonsense.

We think you'll find it difficult to get a better all-round deal from any other national building society.

If you're going for Gold, come to Britannia.

- 1	THE DOMES AS APPROPRIATE
,	Please send me full details of your range of investment plans.
	□ I/We enclose cheque no
	value of to open 2:-
1	☐ Trident Gold Account (min. investment £250)
	☐ Trident Gold Plus Account (min. investment £5,000)
:	U Trident Super Gold Account (min. investment £10,000)
1	Maximum investment £250,000 per account.
J	I would like my interest paid:-
,	☐ Annually ☐ Monthly (minimum investment £1,000)
1	Interest to be:-
	☐ Added to the account ☐ Paid into my/our Britannia
1	account number
	If you require payment by cheque (annual interest only)
	or direct to a bank account, please give details in writing.
	or other to a natural property bears fine network to Autitude.
	T. #27(33/-04.06
1	Full Name(s) Mr/Mrs/Miss
1	
:	
1	
ı	Address
Į	
į	·
_	_
	7d:

Post to:- Britannia Building Society, FREEPOST, Newton

House, Leek, Staffs, STI35ND, If enclosing a cheque, you may wish to use first class post to the address below. BRITANNIA BUILDING SOCIETY, NEWTON HOUSE, LEEK, STAFFS, ST135RG, TEL-1538 38513; ESTABLISHED 856, A MEMBER OF THE BUILDING SOCIETIES ASSOCIATION, FOR BRANCHES AND AGENTS SEE YOUR LOCAL DIRECTORIES, AUTHORISED FOR INVESTMENTS BY TRUSTEES, ASSETS NOW EXCEED \$3,000 MILLION.

"Hard work doesn't frighten the people of Newport. The lack of it does."



TT HE LLANWERN STEEL WORKS, just outside Newport started production in

the most vital elements in the success of the British Steel Corporation.

Productivity records have been consistently broken and the steel industry in Newport can compete with the very best in If that level of success comes as a sur-

prise, you don't know the people of Newport. The dark years of high unemployment are not forgotten. There is a spirit of resurgent energy and

defermination in this area which is unmatched anywhere else. And that's only one of the reasons why Newport makes an ideal industrial or commercial location. When you compare them all, claim

by claim, the argument for Newport is very attractive indeed.

Start up costs, rent and rates are very low. There is a range of grants available. The M4 is on your doorstep, London.

In fact the Newport area is now one of Birmingham and the south coast can be reached in under 2 hours. And you'd be living and working in some

of the most delightful countryside in Britain. For your copy of the Newport Argument return the coupon to me, Gareth Isaac, The Borough of Newport, Civic Centre, Newport, Gwent NP9 4UR or phone 0633 56906.

1	•
NAME	
POSITION	
COMPANY	
ADDRESS	
i	
The	tewport
1	

FINANCIAL TIMES

BRACKEN HOUSE, CANNON STREET, LONDON EC4P 4BY Telegrams: Finantimo, London PS4, Telex: 8954871 Telephone; 01-248 8000

Wednesday February 12 1986

Merger policy under test

UK Government has to make more to be gained if Bell's some awkward decisions about under Guinness and Distillers whether to intervene in a number of large takeover bids by referring them to the Monopolies Commission. More or less whatever course of action it decides to take, some of the interested parties will cry "foul." In its present bruised state, the Government may be tempted to take what might look like the soft option and refer the whole lot to the Commission. But provided it holds fast to the view that competition issues are what should primarily determine a Mono-polies reference, it should not

In the case of the rival bids for Distillers by Argyll and Guinness, the Government has already given unconditional clearance to the Argyll offer, which was made well before the rival bidder came on the scene and does not raise any ques-tions about competition or the public interest. The same can-not be said of the Guinness bid. By putting Distillers alongside its recently acquired Bell's subsidiary, Guinness would end up with well over a third of the important UK scotch whisky market, and an even bigger share of the top selling brands. With its portfolio of other important products, Guinness would develop increased market power in the UK drinks busi-

The arguments are not clear cut. In the domestic market, the enlarged group would still have to cope with the formidable buying power of the multiple retailers and the brewers' tied estates. These are not the kind of customers readily be exploited -which is, incidentally, also an argument for not referring the rival bids for Coats Patons to the Commission, Internationally, scotch has a relatively small Should Hanson also be share of the overall market for referred? There are no whisky (or whiskey). Guinness believes that the industry needs to consolidate on a strong home base in order to tackle growing competition from powerful com-But although the decision will is worth noting that the market be finely balanced, there is prob- seems to have its doubts about ably enough uncertainty to Hanson's ravenous hunger for justify a reference. A consolitateovers. If this continues, it dation at home is not neces- will put a more effective disci-

IN THE NEXT few days, the cess overseas; there might be under Argyll competed Then the question is whether he Government should also ithdraw its earlier clearance of the Argyll bid, in order to be ven-handed. By agreeing to the id from Guinness, Distillers . is put up an unmistakable For tle sign, and Argyll would be try likely to succeed if the tral offer was delayed. Yet both Distillers and Guin-ss must have been aware of

is risk when they agreed on a cal which may be one explana-in for the improbable underking whereby the ecmpany cing bid for agreed to pay the penses of the bidder. In the cons about competition should e referred. The one which does ot should not

Similar considerations apply

in the three-way struggle in-volving the agreed merger between Imperial and United Bis-cuits, and Hanson Trust's hostile bid for Imperial. There does seem to be an overlap between Imperial and United in snack foods, a market dominated by a handful of domestic manufacturers. When the Commission approved the acquisition of Huntley and Palmer by Nabisco in 1982, it warned that "any contemplated acquisitions by the major suppliers which would further increase the degree of concentration would merit care-ful scrutiny." Again, the two companies build their case on the need to develop international brand strength—and again, there is probably enough doubt to justify a reference.

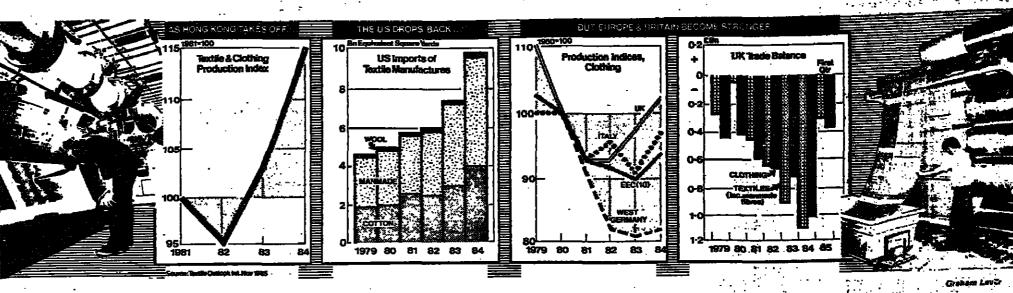
companies, all have had to find ways of defending their domes reasons on competition grounds tic markets. A key element in to do so, and the only broader their strategies is to secure closer links with retailers, enabpublic interest argument would have to be based on a vague closer links with retailers, enab-ling in to respond more swiftly to changes in fashion. This "quick response" approach is underpinned by investment in new machinery capable of more flexible production patfeeling of unease about the panies in Japan and North level of conglomerate mergers.

America. The Government made But a government which
it clear last year that it would allowed, rightly, the BTRbe less likely to worry about Tilling marriage to go ahead concentration in the home mar-would be hard pushed to block ket if a strong domestic base a merger between Hanson and was necessary to enable the UK Imperial. This should be left to the market to decide-

immediate strategy to give his group an inter-national reach. The Americans would like to pursue a similar course. With operations in 30 countries, most of them comple-mentary to Vantona Viyella, Coats was the perfect partner.

Vantona is already the UK sarily the right recipe for suc- pline on management wantona is an one was a construct leader in household textiles (Dorma sheets), shirts (Peter England, Rocola, (Peter England, Rocola, Viyella), uniforms and knitwear. It shares with Courtaulds the role of main supplier to Marks and Spencer and is strong in carpets and hosiery.

TEXTILES IN EUROPE AND THE US



HE speed and stealth with which Vantona Viyella's New alliances and new Mr David Alliance was able to seduce Coats Patons from a betrothal to fellow Scottish group Dawson Inter-national, announced only a fortlines of attack night ago, is typical of the way he has in the last few years put together one of the biggest and most important textile groups

By Anthony Moreton

running a small corset concern called Spirella. This he merged with Vantona, a medium-sized textile company, then in 1983 with Carrington-Viyella. Mon-All these sectors are now cap- producers. able of being expanded through Coats's overseas connections. In day's deal with Coats Patons, famous for sewing threads and high-class Jaeger retailing standards. They have prospered chain and Jean Muir name by finding a niche in the market. into which it would be possible There are plenty of such niches Jaeger and Country Casuals clothes, will create the biggest company of its sort in Europe. Capitalised at £1.2bn, Coats Viyella, as it is to be called, to put some of its Van Heusen and Viyella clothes.

No other European country has anything like the strength of Courtaulds or Coats Patons in either their degree of vertical integration or the way in which they have established operating profit centres and links of command through to the retailer—the key to success as both Next and Laura Ashley

France had the makings of an international group in Boussac until its collapse in the late 1970s. Large, textile com-panies, such as Prouvost and Dollfuss Mieg exist but they have not gone far enough down the road into clothing to be seen as international groups. Many of France's textile producers have always seemed more interested in diversifying outside the industry than with-

Neither Germany nor Italy has even attempted to go along the path. The big fibre produ-cers—Hoechst Enka Bayer Sniafibre Montelibre and Anic

Burlington Inds. Sept 28 1985

C. Itoh

Coats Viyella

Levi Strause J. P. Stevens March 31 1985

March 31 1985

March 31 1985

See Note (3)

(1) Correctly tensiations relate to year and cate.

(2) Textile division turnover only.

(3) Coats Patons year end = Dec: Vantona Viyella ye.

(4) Projected joint turnover.

(5) Turnover for nine months to September 1 1985.

(6) Includes non-textile activities.

Sept. 1 1985

Nov. 2 1985

Currency translations relate to year end date.
 Textile division turnover only.
 Coats Patons year end = Dec: Vantona Viyella year and = Nov.

Leading Benetton of Italy are no more than medium-sized by British in the fashion world.
The Japanese, with their

vastly different organisational structure, have followed a different path. While the big textile producers, such as Teijin, have remained faithful to fibre production, some of their big trading houses such as Itoh and Marubeni have bought into producers and both production and marketing. But it is in the US that some

of the most interesting develop-ments are now taking place, stimulated to a considerable extent by the sharp rise in cheap imports from the Far East and Latin America since the middle of 1983, when the dollar was very strong.

the exception of jeans com-panies such as Levi Strauss, or Farah, few are known by name in Europe. It consists of companies churning out long runs of standard, non-fashion-able, reasonably cheap clothes. These are the lines most at

Y1,797bn (£5.82bu) (2)

¥1,210bn (£3,92bn) (2) £2,2bn (6)

\$2.80bn (£1.99bn) £1.69bn (4)

\$1.9bn (£1.38bn) (5)

TEXTILES - THE BIG SEVEN

have grown up in the last 25 years in the Far East, especially those in Hong Kong, Macau, Taiwan and South Korea, and increasingly in Indonesia, the Philippines and Singapore, Many of the companies have been set up with the aid of offshore Japanese

Like the Europeans, American companies are now starting to pursue a strategy of moving nearer to the customer, incorporating a higher fashion content, and reacting more quickly to changes in fashion. In this part of the market, there's greater added value and a better prospect of beating back the surge of cheap American managers had

looked at their massive clothes market, worth \$100bn (over £70bn) at retail level and discovered they were losing a quarter of it through mark-downs at sale time and through shortages of stock in successful The American industry has lines.
always been insular and, with They also discovered that if

they could halve the average 60 days it took from a retailer's selling a shirt or pair of trousers to its replacement reaching the shelf, they could not only sell more but sell Peabody, the fifth largest in the more American-made goods.

This they have done by delegating responsibility to four in the pecking order

line managers who run opera-tions small enough to know the market place. The success of large companies comes from

giving wide ranging powers to divisional executives.

As a public relations exercise, the US industry had already launched a Crafted with Pride campaign a thirty relied Buy American policy to stem the surge of imports, which had risen 25 per cent by volume in 1983, and a further. 32 per cent in 1984. Last year's. rise was probably about 10 per.

The shift in corporate strategies also reflected the indus-try's loss of confidence in any political solution to their prob-lems. Last year both houses of Congress passed a bill to cut back imports from 12 dominant Far Eastern and Latin Ameri-can suppliers, including Japan, but this fell foul of President Reagan's veto.

Quick response is the rationale behind a number of major deals. Last November, West Point-Pepperell, the third Point-Pepperell, the third largest fibre producer outside the chemical giants such as Du-Pont, bought \$950m (£875m) clothing company called Cluett Peabody, the fifth largest in the US.

(sales: 1945m) bought the sixth largest spinning mill company M. Lowenstein (sales: \$640m), Stevens bought a sheet division from Burlington, and Fieldcrest Mills doubled its size by taking over Cannon Mills (combined turnover: \$1.1bn) which will give it half the towel market.

The thinking behind the spale of mergers and acquisitions is that the producers should get closer to retailers such as Sears, Penneys, Hecht and Malhuart.

and Mallmart

The new strategy, coupled with the fact that President Reagan is expected to react to Reaghh is expected to react to strong pressure from Congress by taking a tougher line when take on the Multi-Fibre Arrangement begin in Geneva in the next few weeks, makes the outlook for the US industry somewhat brighter.

ions exer-ustry had. The MFA is the world a Cafted strainsment that regulates a thinly a stouth of the textile trade. It policy— was instituted in 1974 to allow was insurated in 1974 to allow westerd industries time to re-organise to compete with the inflow of cheap goods from the Third World. The MFA comes up for renewal this July and President Reagan has told his negotiators to take a tough

itance on imports.

Ironically, the president has taken this line at a time when Costs Viyella and Courtaulds, is well as other European con-cerns, have shown that, given correct cost structures and marketing links, European in-dustry can live with cheap comdustry can live with cheap com-petition. Mr Alhance has fre-quently said he can now make goods such as shifts as cheaply in the UK as the landed price of imports. With a domestic manufacturer's shorter supply lines—he can get clothes from his factory to shop shelves in days rather than the mouths it takes from South Korea—the Mires. Or import competition.

Thère are those, like London malyst David Buck of de Zoete and Bevan, who believe the MFA argument is even apparel fabric, natural and synthetic fibres
staple fibres, yerns, fabrics, industrial materials
apparel fabric, contract and branded clothing, fibres, furnishing recently been in favour of the fabrics
largest and most diversified textile manufacturer in US
fabrics
largest and most diversified textile manufacturer in US
fabrics
world's largest manufacturer of jeans.
apparel fabrics, natural and man-made fibres and yarns

Textile business
component is the exchange rate, which, in Britain at least, has recently been in favour of the excitle and clothing producers.
But even with the right exchange rates to help them, big companies have to invest in the latest' technology, get their fashion and stablish close and continuing links with fine retail trade.

Braids are the pame of the game. They mean higher added value and belier quality earnings. argues that the mo st important

27,.,75

y -1115 mg

France picks up a windfall

election which only a few price to help the Socialists weeks ago was considered to be recover lost ground. Faced a foregone conclusion, has sud- with the prospect of a constitu-denly become much less of a tional crisis in the event of certainty. The neo-Gaullist and policy disagreements between a centrist opposition parties are Socialist President and a still expected to win an overall National Assembly controlled majority in the National Assemby the present opposition, two bly, but the latest public of the main opposition leaders opinion polls indicate that their victory will not be quite as much of a landslide as has been generally assumed. If present Both Mr Chirac, the leader generally assumed. If present trends are confirmed the Socialists, while losing their absolute majority, could remain the biggest party in parliament, thus giving President Francois Mitterrand much more room for manoeuvre in forming a government than once seemed Both Mr Chirac, the leader of the neo-Gaullist party, and former President Giscard d'Estaing, the leader of the main Centrist party, are apparently willing to serve as Prime Minister under Mr Mitterrand, on condition that they can determine and conduct the

Among the three main factors which have modified the electoral picture—the turnround in the economic situation, the divisions of the opposition and President Mitterrand's personal intervention in the election campaign—the state of the eco-nomy is the most striking and unexpected.

Trade surplus

The Socialists dug themselves into an economic hole after their election in 1981 with their expansionary policies while their main trading partners were defiating. They have spent the years since 1983 laboriously trying to dig them-selves out again. The austerity sharp fall in the doilar and in ping their toes too deeply into oil prices to transform France's parliamentary election cam-

Still heavily dependent on imported oil for its energy imported oil for its energy decided to take the risk of needs, in spite of its ambitious identifying himself closely with nuclear energy programme, France is expected to see its oil bill reduced by one-third this year and to register a substantial trade surplus after a series of regular annual deficits. Infiation, already on the way
flown, is forecast to fall to 3
power to nominate whoever he
per cent or less by the end of wants as Prime Minister and, if 1986, while economic growth is the electoral arithmetic is not now expected to rise by 2.5 to 3 too unfavourable. Mr Mitter-per cent this year compared rand may yet be able to appoint with an original budget fore- a premier who will co-operate cast of only 1.8 per cent.

The opposition leaders have wings.

THE OUTCOME of next been working almost as effect-month's French parliamentary ively as the dollar and the oil

Government's policies. ever, Mr Barre, a former Prime Minister, has stated categorically that the President should ign if the opposition parties

restoring the fortunes of his party at public meetings. In doing so, he has somewhat imprudently entered a ring into

which Fifth Republic Presidents, when not themselves running in an election, have traditionally hesitated to step.

the Socialist Party in the campaign because that was the only way of reversing the tide Nothing in the constitution obliges Mr Mitterrand to resign with him rather than clip his

win the election. With the opposition divided, the economic indicators in his favour and the country em-broiled in the kind of constitutional argument in which Mr Mitterrand, once a law student, revels and excels, the President has been having a heyday in

programme adopted by the Ever since General de Gauile, Government at that time has French Presidents have been slowly begun to bear fruit, but careful not to undermine their

Mr Mitterrand nevertheless

Mystery of the missing millions The US Federal Reserve has a

Ten years ago Mr AlEance, born an Iranian and now a naturalised Briish subject, was

will stand comparison with such

giant American concerns as Burlington Industries, J. P.

Outside this select band only

Courtaulds in the UK and the

leading Japenese trading houses such as Itoh and Marubeni,

which have a radically different

form of organisation, are in the same league.

The question now Mr Alliance has joined the big league, is how his company will fare at

a time when low price competi-tion from the Far East is still

orcing radical changes on tex-

tile companies in Europe and

Although there are big differ-ences between these leading

North America.

Stevens and Levi Strauss.

problem. Like all good central banks, it likes to keep tabs on who is holding all the money it prints. So it is more than a little surprised to find that it cannot track down \$136bn, or some 88 per cent of the cash in circula-

The Fed recently conducted a study on the use of cash by American families and found American families and found that the average cash holding per individual amounted to about \$100. After allowing for children, prisoners and other individuals who are not supposed to have such money, the Fed calculates that Americans are carrying about \$18bn at any one time. This is only a fraction of the \$153.9bn cash fraction of the \$153.9bn cash which is circulating in the

"I wish we knew where the rest of it was," says Paul Spindt, one of the authors of the study which is reported in the Feb ruary issue of the Federal Reserve bulletin. "This survey whets our appetite for more information. It shows, in some sense, how little we know."

The Fed believes that part of the missing cash is held by busi-nesses and some more is held by persons under the age of 18. But unless US pocket money has got completely out of hand, it is unlikely that children hold more money than their parents. And the Fed says there are strong economic and safety reasons why the cash holdings of businesses are kept to a mini-

One explanation is that the US "underground" economy, peopled by drug dealers and others intent on evading taxes, is much bigger than first thought. Since much of this money, however, flows back into the "legitimate" side of the US economy, this cannot account for the missing fortune.

Fed officials believe that a big part of the missing currency has gone overseas and is being used by foreigners who being used by foreigners who would rather deal in the stable would rather deal in their own Jack Straw, a Labour Mem-

Men and Matters

Though the Fed economists made no estimate of how many "greenbacks" have gone over seas, earlier studies have sug gested that between a third and two-thirds of all US currency is held outside the US.

Take note

There are times when you just have to sympathise with the PR men—when, for instance, they are trying to interest you in Matrix, a "national network of shared automated teller machines set up by Electronic Funds Transfer Ltd to meet the special needs of building societies."

My invitation to a press conference on the subject came yesterday, set to music—J. S. Bach's "Sanctify Us By Thy Goodness."

Wapping wounded I hear of another casualty of The Times move to Wapping

in London's dockland.
Peter Kellner, political editor of the New Statesman, and a long-standing contributor to The Times feature page has resigned from the revamped

Thunderer.

Kellner, an unabashed supporter of the Labour party, chose an analysis of Rupert Murdoch's international newspaper empire for his latest article. It was not uncritical of the strategy for subdning the unions—although print workers also came in for a share of the

The word yesterday from inside the barbed wire stockade



ance tax cuts. Tutankhamun ave to sell off the Red Sea"

her of Parliament, the other

regular representative of the Left in The Times feature pages, has also suspended his contribution. The question now being asked in political circles is: will the Alliance—already contributing many feature articles—seek to fill the gap?

Star ratings

If you want to discover your security rating you might try asking the defence ministry for a ticket for what is likely to be a seli-out event next Tuesday a briefing on how British companies can participate in the Pentagon's Star Wars project. The meeting will be addressed by Lt General James Abrahamson director of the project, and other Pentagon officials who

will talk with relative freedom about classified aspects to the programme.
This has created its own problems. Those likely to want to attend the session include

individuals from the defence industry (who can be relied on not to pass on the juicier tithits of Star Wars to Russian spies and inquisitive journalists), also representatives from the civilian sector who may be less schooled in keeping their mouths shut about sensitive subjects. The result is that the ministry officials are frantically conduct

ing security checks on all those who want to attend.

Lost cause

There has been a lot of argument lately about the right of lawyers to challenge unsympathetic-looking jurors— usually, I gather, those who happen to be wearing a suit and tie.

But the exercise of this right does not always work to the benefit of the defence, as Lord Elwyn-Jones, former Labour Lord Chancellor, has been telling his near telling his peers.

As counsel for the defence in a murder trial at Carmar-then Assizes some years ago. Elwyn-Jones challenged, and secured the removal of a juror

who, he thought, seemed un-likely to have any sympathy for his client. The juror turned out to be the next door neighbour of Elwyn-Jones's sister in Llanelli. Apart from the fact that it took quite a long time to restore neighbourly relations, says Elwyn-Jones, the challenge did him no good at all. His client was convicted and duly hanged.

Dirty tricks

From a Berkshire parish maga-"The social at the new hall was a great success. A large number of people of all ages attended this first function, and those who did not wash to dance were encouraged to play cards in an adjoining

Observer

and the second of the second BASE LENDING RATES DE 0901 C ABN Bank 121% Allied Dunbar & Co. 121% Hambros Bank 121% Allied Irish Bank 121% Heritable & Gen Trust 121% Amro Bank 121% C. Hoare & Co. 121% Henry Ansbacher 121% Hongloing & Shanghai 121% Associates Cap. Corp.... 121% Johnson Matthey Bkrs. 121% Banco de Bilbao...,..., 121% : Knowsley & Co. Ltd... 13 % Bank Hapoalim 121% Lloyds Bank 121% Bank Leumi (UK) 121% Edward Manson & Co. 131% BCCI 127% Meghral & Sons Lad. 121% Bank of Ireland 121% Midland Bank 121%

And the bridger local levels

Bank of Cyprus 121% Morgan Grenfell 121% Bank of India 121% Mount Credit Corpliad 121% Bank of Scotland 121% National Bk of Knwait 121% Banque Belge Ltd...... 121% National Girobank ... 121% Barclays Bank 121% National Westminster 121% Beneficial Trust Ltd.... 131% Northern Bank Ltd. 121% Brit. Bank of Mid. East 121% t- Norwich Gen. Tribt . : 181% Brown Shipley 121% People's Trust CL Bank Nederland... 121% PK Finans. Intl. (UK) 131% Canada Permanent..... 121% Provincial Trust Ltd.... 131% ■ Charterhouse Japhet... 121% Royal Bank of Scotland 121% Citibank NA 121% · Royal Trust Co, Canada 121% Citibank Savings 1121% Standard Chartered ... 121% City Merchants Bank 127% TGB TGB 121% Clydesdale Bank 121% Trustee Savings Bank 121% C. E. Coates & Co. Ltd. 13 % United Bank of Kuwait 121% Comm. Bk. N. East ... 121% United Mizrahl Bank... 131% Consolidated Credits... 121% : Westpac Banking Corp. 121%

Robert Fleming & Co. 124%

Continental Trust Ltd. 121% Whitesway Laidlaw 13 % Co-operative Bank 121% Yorkshire Bank 121% The Cyprus Popular Bk, 121% Duncan Lawrie 124% Members of the Accepting Houses Committee,

Exter Trust Ltd. 13 % 8.00%. Top Tier—F2.500+ at 3 months of the Corp... 131% 12.00%. At east opening the Corp... 131% 12.00% and 10.00% 12.00% and 10.00% First Nat. Sec. Ltd. ... 1315 * Cen deposits £1,000 and own Robert Fleming & Co. 1214 Robert Fraser & Pirs. 1316 1 Montgage bese pate.

THE RECENT disclosure that Japanese banks have overtaken the Americans to become the world's largest holders of foreign banking assets dramatically underlines the remorsele growth of Japanese financial

But the news can hardly have come as a surprise to international bankers who have observed that growth for some years with a feeling already deeply familiar to Western manufacturers of motor cars and electronic consumer goods. And it is certain to strengthen calls from the international banking community for "a level playing field" in their market.

Only a few weeks ago, Mr
Peter Leslie, the chief enecutive
of Britain's largest bank, Barclays, made what was, for a
banker, an uncharacteristically
out-spoken comment about
Japanese banks: in effect he
actused them of building up excessive market share in the UK through unfair tactics.

UK through unfair tactics.

"London has had a long tradition of welcoming foreign banks, and the Japanese banks are playing a valuable role in the growth of London as a financial centre," he said. "But some, at any rate, of the rapidly increased market share of the foreign banks compared with the UK banks is certainly due to the lack of consistency in to the lack of consistency in regulation and control."

The Japanese banks' new supremacy was set out in the latest quarterly report from the Bank for International Settlements in Basle. This showed that at the end of last September their assets outside typical Western international bank. This leaves them con-Japan (consisting of loans and securities) totalled \$640bn, substantially more than the Americans' \$560bn.

Americans' \$560bn.

Much of this is concentrated in London, the centre of the international banking market, where the latest Bank of England figures show the Japanese banks holding just over 23 per cent of all banking assets booked in the UK. This is only fractionally less than the assets held by the big UK clearing banks. But since the Japanese share is rising and the Japanese share is rising and the Japanese share is rising and the British falling, the Japanese banks are very likely to emerge as the largest single force in the UK banking market in the first half of this year.

en en pite Primer in en Primer in en

one stothoolis On that the

r Park Till The State Till The State Till The Till The Till

____ in 100 in 1

G RATES

and the state of

an park of the

الموني في المستخد المقط

The same of the same of

Jan Bark Jan

أفلته ووالمان والمان

Was and Marie

But the state of t

The first series of

grant of the

4. 4. 5.2.

Same Santas

Tarl & Keeple

gel March Park and for

i en^{ne}s in k^{osto}.

- 1 5at

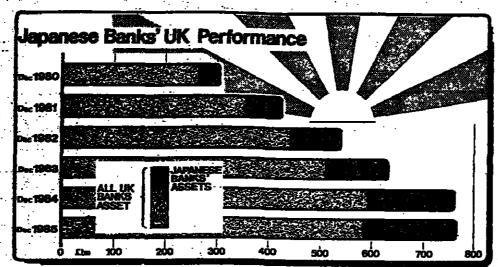
The same of the same

1. 對於 提出實

4 1

As with much of Japan's commercial expansion overseas, the banks' growth stems from a combination of a quest for new markets, an aptitude for pick-ing up the methods of the "gaijin" (foreigners), and a readiness to take the long view. readiness to take the long view.
But what particularly concerns are now oversupplied, so the Western bankers is that Japanese are concentrating—Japanese banks are allowed by like most international banks—their authorities to operate on building up their securities from smaller capital bases, business in the Euromarkets. Which makes their costs lower. Last year, Bank of Tokyo, Moreover, the large Japanese Industrial Bank of Japan and banks like Somitomo, Dai-ichi Long-Term Credit Bank of Kangyo, Fuji and Mitsubishi Japan were among the top 20 their authorities to operate from smaller capital bases, which makes their costs lower. Moreover, the large Japanese banks like Sumitomo, Dalichi Kangyo, Fuji and Mitsubishi

JAPANESE BANKS



The rise and rise of the cut-price lenders

By David Lascelles in Tokyo

still have only about a quarter issue managers in the Eurobond of their assets abroad, com- markets.

With their domestic market with their domestic market saturated and only gradually shaking free after decades of over-regulation, the Japanese banks have aimed for two main areas abroad: commercial lending and merchant banking. Since the downturn in the inter-

But even those loan markets

pared with 50 per cent for a typical Western international bank. This leaves them considerable scope for further expansion.

Mr Ichiya Kumagai, head of international banking at Sumitomo, widely viewed as Japan's most aggressive bank, said: "The international share of our profits at the moment is about 20 to 25 per cent. We want to expand that because it's not enough."

Cut throat and determined they may be, but the Japanese have also been very methodical about their approach to overseas markets. They study them hard before taking the plunge. Occasionally they have made foreign acquisitions to get hold of the necessary technology and expertise. Two years ago, Sumitom bought a controlling stake in Banca del Gottardo, now Switzerland's largest foreign-owned bank, to get into the Swiss investment market. More recently, the Industrial Cut throat and determined More recently, the Industrial Bank of Japan bought the J. Henry Schroder Bank in New York to learn about the US wholesale markets, according to Mr Susumu Okabe, IBJ's manag-

Since the downturn in the international loan market which followed the Third World debt crisis, they have concentrated on loans to large corporations, and specialities, like the UK broker like many other foreign banks, a reticence which stems local authority market where they built up a dominant share. It is noteworthy that the the UK domestic securities mar-kets and partly from the Tokyo authorities' unwillingness to let banks enter the equity deal-

Foreign observers in Tokyo believe that the Japanese banks, having obtained their commercial and merchant banking expertise, will make invest-

target market. Last year's de-cision by the Japanese Ministry of Finance (MoF) to allow foreign banks into the domestic little more than a ploy to entice the West's fund management knowhow and technology, so that it can be lapped up by Japan's still backward trust

Mr George Curuby of the Tokyo-based financial services consultancy, International Business Information, who has advised many foreign banks entering the Japanese markets, said: "The Japanese are going to suck the foreigners dry and then spit them out."

Western bankers feel they could match the competitive threat from Japan, were it not tion of the Japanese banks' of Japan's commercial relat-capital ratios. While most ions with the outside world banks in Europe and North some Westerners believe that a America are required to have about \$1 of capital for every invisible earnings from financial \$20 of assets, the Japanese get services could be a good thing, by with one for 40 under their to does less direct damage to foreign economies in terms of

reserves in the form of unrealised profits on their investment portfolios.

Even so, they are less profitable than other banks. This is seen as evidence that they undercut markets. According to IBCA, the London-based banking analysis firm, Japanese banks made a net return on their equity of only 3.4 per cent in 1984, despite being able to gear it up more highly than banks in other countries. This compared to 6.8 per cent at UK banks and 12.8 per cent at US banks.

The Japanese banking threat poses something of a dilemma for Western banking authorities, particularly those in London and New York. They feel they and New York. They feel they cannot bar foreign banks from such big international financial centres so long as they behave prudently, and are adequately supervised by their own authorities—which the Japanese are by the eagle-eyed, all-powerful MoF.

And though the new financial And though the new financial legislation being prepared in the UK to deal with the deregulation of the City contains reciprocity clauses, they cannot be applied to Japanese banks now the Tokyo authorities have eased up on foreign entry regulations as part of the sweeping deregulation of their own markets.

But the Japanese authorities are responding to Western pres-sure to introduce firmer capital ratios, and they say they accept the need to co-operate with regulatory bodies from other

The MoF has already intro-duced an experimental system of capital weightings for the banks' overseas branches. This measures their capital adequacy on the basis of the riskiness of their assets. It is now drawing up proposals for an overall risk

But the debate about the pro-posals is highly sensitive. Japanese banks obviously do not want to be shackled with sudden or heavy new capital ratios and in the give-and-take of Japanese financial regulation, the MoF will not deliberately undercut hanks'

In the much broader context

This higher gearing has two job losses and factory closures and makes Japan less vulnerables: it reduces the Japanese and makes Japan less vulnerables them to ignore rates of return on their capital.

The picture is complicated by the fact that Japanese banks question of its visible trade have huge hidden capital surplus.

UK pre-emptive rights

A system that is worth fighting for

By Jim Findlay

THE stock market has been described aptly as a marriage of convenience between those who wish to raise money and those who wish to invest money. In-evitably the relationship between these groups is prone to occasional tension, notably when a quoted company comes to the market for fresh capital.

That tension is very much in evidence in the run-up to the evidence in the run-up to the Big Bang on the Stock Exchange, as some leading corporate financiers argue for a change in the rules to permit American-style capital raising operations. The debate turns on the rights of existing shareholders in the company that seeks to issue new paper.

If a quoted company issues new shares at a discount to the market price, there is a risk

market price, there is a risk that existing shareholders will lose out to new shareholders who buy into the company on the cheap. Hence the impor-tance attached in British company law and in the Stock Exchange's present listing re-

Exchange's present listing requirements to so-called "pre-emption" rights.

These rights ensure that all existing shareholders can, with certain limited exceptions, subscribe for new shares in pro-portion to their existing share of the company's capital.

The recent Stock Exchange discussion paper, Flotations and Pre-emption, highlighted some of the important points of principle underlying rights of pre-emption. It is timely to look more closely at the lively conmore closely at the likely con-sequences of any weakening of these rights.

Existing shareholders enjoy

the fullest protection from nuwelcome dilution of their interest in a company under the conventional British rights issue; the device of the transferable allotment letter ensures that they can participate prorate in any favourable price movements arising from the capital raising exercise.

These shareholders are less protected in a share placing, or

partial rights issue, whereby shares are offered to a select group of investors instead of all the shareholders. Financial advisers sometimes

recommend a placing to corporate chients on two grounds. First, the method is said to be cheaper, partly because the discount on a placing is narrower than on a conventional rights

issue, so reducing the cost, tal markets is not disadvantaged

Both arguments are open to question. The narrower placing discount does not benefit all the proprietors of the company since it transfers value from some old shareholders to new ones. The true cost of the capital raising exercise must take account of this transfer.

As for timing, it is not clear that rights issues are unduly indexible as those made to finance acquisitions are not subject to delays arising from the capital issues queue. Wherever the issue of new shares for each requires subsequent shareholder approval in general meeting, the timetable is not dissimilar to that required by a rights issue. Introduction of transferable allotment letters into a capital raising timetable should not present insurmountable difficulties.

It is important to recognise

that the issuing bouse may find itself involved in a potential conflict of interest in advising a corporate client on the appropriate format for the issue. Under a placing the issuing house and its investment clients will usually have pri-vileged access to the new shares. Soundly based capital issues are likely, to have a favourable impact on the share price; a large capital profit can thus accrue to the fortunate participants in the impact of the fortunate participants in the impact of the fortunate participants.

pants in the issue at the expense of some existing shareholders. of some existing shareholders.

It is also essential to note, when comparing the relative costs of rights issues and placings, that the absence of underwriting commission in a placing will probably be more than offset by the prospect of immediate capital gains in respect of new shares retained by the placing group. Once again, most existing shareholders, in effect bear the cost holders, in effect, bear the cost

The dissipation of value from existing shareholders and inevi-table dilution of their boldings cannot be expected to develop further the community of interest between company managements and shareholders. As the Big Bang approaches, much is made of the importance of ensuring that London's posi-tion among international capi-

Second, a placing is said to by unduly restrictive measures involve a more flexible time-table.

Both arguments are open to question. The narrower placing vis other financial centres might be expected to result in higher market ratings for London quo

tations. This might increase the number of companies seek-ing London listings. In the US quarterly financial reporting facilitates the speedy arrangement of "shelf issues" but would similarly facilitate rights issues. Large multifunctional securities companies tender for new issues of shares in what is known as the "bought deal" and shareholders seek compensation for any obvious abuse of pre-emptive rights through the legal process. Not-withstanding these techniques, issue expenses in the US are still higher than in London.

Some companies argue that placings in international mar-

placings in international mar-kets serve to widen share-holders' lists. This could be attractive to existing share-holders provided that the new shareholders paid the full mar-ket price or above for their shares. From a purely price standpoint the best solution is for any demand for shares to for any demand for shares to be met from the existing pool. The pricing of new equity in international capital markets is

international capital markets is often obscured by the technicalities of bond conversion rights and warrants, together with pre-issue market adjustment when an issue is priced some time after general details have been published. Evaluation of the various instruments used account to the prevailing ordinary share price and new shareholders are sub-

sidised by the old.
Shareholders have not sought to apply an absolute ban on the issue of shares to a non-sharcholding group. They have sup-ported the power of companies to issue up to 5 per cent of their equity for cash subject to annual authority by special resolution.

We believe that there are advantages to companies as well as to existing shareholders in retaining the principle of pre-emptive rights. We must ensure that the capital raising system is as flexible and competitive as is necessary in an international

Manufacturing

From Mr. L. Eatwell and Mr H. Neuburger

Sir,—At the core of one side of the arguments in the recent correspondence on UK manufacturing industry stands the common fallacy of confusing identities with behavioural relationships: that lie behind them. That the balance of paythem. That the balance of payments must balance is a matter of accounting. What we should be concerned with are the different levels; and rates of growth of output, both domestic and foreign, and the level of the exchange rate associated with that balance.

The severe fall in manufactured output which took place in 1980 and 1981, on a scale in 1980 and 1981, on a scale far in excess of that suffered by any other country, was not "inevitable." It was due primarily to the monetary and taxation policies pursued by the Government. The high levels of the interest rate and the exchange rate and the inflation stimulated by the increase in VAT, conspired to undermine British manufacturing industry.

There was a dramatic fall in manufacturing productivity in 1980 and 1981. The subsequent productivity growth to which Prof Maynard refers has been a degenerate growth, associated with loss of capacity, not with expansion and modernisation. The Organisation for Economic Co-operation and Development now estimates that productivity in Britain is the allowest growth in Britain is the slowest in Europe. Even our inflation record is poor by international standards. None of this was

inevitable. North Sea oil provided Britain with a golden oppor-tunity to break out of the stranglehold which the balance of payments has placed on the expansion of the economy since

the war.
If the oil revenues had been If the oil revenues had been invested in the modernisation of British manufacturing industry and the reconstruction of our decrepit infrastructure, then not only would Britain have avoided the worst ravages of the world recession, but also the country would have emerged with a strengthened manufacturing industry which could fill the gap in the balance could fill the gap in the balance

of payments as oil revenues decline in the next decade.

The higher rate of growth this modernization strategy requires would, in circumstances of world recession, have precipitated a sharp deterioration in the materials balance and in the balance on motor and in the balance on motor and in the balance on motor and in the balance on the same of the language. factured trade, a deterioration financed by the surplus on oil account. The balance of payments would—in its inevitable way, have balanced—but at a higher rate of growth, at a higher former to the surplus of the surp level of employment and, given a policy of stamulating investment in manufacturing, high rates of non-degenerate produc-

Letters to the Editor

tivity growth.

Our long-term future rests in securing a more competitive industry. But there is a right way and a wrong way of attain-

ing this objective. The wrong way relies on real The wrong way relies on real wage reductions to render a stagnant manufacturing sector "competitive." This is a futile solution with no hope of long-term success in the face of competition from the Third World. No country has impoverished itself to prosperity. The right way is to secure a high rate of productivity

The right way is to secure a high rate of productivity growth by the modernisation of our manufacturing industry. That modernisation can proceed only via a high rate of investment. The policies of this government have resulted in negative net investment in manufacturing in 1981, 1982 and 1983, and a rate of manufacturing investment which is today still 18 per cent lower than in 1979.

This is why our manufacturing deficit matters. It is a deficit of degeneracy and decay. Not

of degeneracy and decay. Not a deficit which is a consequence of exploiting the opportunities offered by oil revenues to launch a constructive modernisation strategy for British in-dustry. John Eatwell, Henry Neuburger

(Economic advisers to Neil Kinnock, MP) House of Commons, SW1.

Monopolies and water From Mr R. Rench

Sir,—Readers will have noted that the Thames Water Authority is very keen to be first in the queue for privatisation of its services.

Equally, I think they should be made amply aware that in no way does such entimissam (solely that of the board) carry with it the imprimatur of its six consumer consultative committees; all have expressed ressavations to varying degrees. reservations to varying degrees.
That is not at all surprising since no convincing detailed evidence has yet been produced to show, clearly, that the public would be properly protected under a private monopoly of an essential and indispensable ser-vice and that consumers would be better off financially than under the present arrangements. In other words, the case for privatisation is "not

There is a peculiar paradox arising from the Government's proposals. If two large com-panies retailing, say, non-essenpanies retailing, say, non-essen-tial merchandise, wish to amal-cofferdams and concrete which 30 New Road, Brighton.

gamate, it is very likely that such a proposition would be referred to the Monopolies and Mergers Commission to deter-

mine whether it would operate against the public interest. On the other hand, the creation of a private monopoly creation of a private monopoly for providing what is, un-doubtedly, the most important commodity for sustaining life— together with it being given, effectively, the power to tax— can proceed, apparently, un-hindered!

Roland Rench. 8, Minshall Place,

Money and mouths

mouths

From Mr C. Hickey

Sir.—We are now told that the Government (taxpayer) having already contributed some £2bn, needs to find another £1.5bn in order to ensure the continued viability of BL. I wonder if the situation does not offer an opportunity to the pundits of all persuasions to actually do something.

Might not Mr Heath, for instance, who has both city and political links, be persuaded to get together with trades union leaders (so that labour and capital can be seen to form a creditable consortium) for the express purpose of raising sufficient money to "restore faith in British industry." Might not such a solution offer everyone a truly democratic choice "equal opportunity to all " and and "freedom of action," but this time to put their money where their mouth is.

C. D. Rickey.

Jarretts Farm.

Releambe. Sussez.

Jarretts Farm. Balcombe, Sussex. Archaeological remains

From Mr J, Dayton
Sir,—As an archaeologist and
civil engineer (Chiswick Flyover, et al) I am always amazed that the public and the archaeo-logists accept that remains should be destroyed and lost forever when some new office

block is put up in the City of London, and for that matter in the country generally.

Office blocks these days are constructed over deep boles in the ground in which are located better ground on which are located heating systems and car parks. It is the excavation of the deep basements of these buildings that destroys the archaeological evidence, which is carted away and dumped on the Kent or Essex marshes. These holes

penetrate to the London clay and so provide curtain walls which keep out the groundwater in the London ballast. The blocks are usually built on piled

blocks are usually built on piled foundations.

The solution is quite simple and costs little. Don't dig so deep. The loss of a couple of floors for the greedy motor car could be compensated by making multi-storey offices a little higher — giving the same amount of floor space. The bottom-most floor, supported on columns within the cofferdam. columns within the cofferdam, could be constructed over the archeological remains, which would then be available for all

to see and visit.

As the Roman forum is known to lie under Leadenhall Market, visitors would be able Market, visitors would be able to stroll once again on its very stones (under the new concrete buildings) and goods sold from "genuine" Roman boutiques. Similarly, there was no need to destroy a Roman road at Dover—it could have been bridged over—ditto Thomas a Becket's garden at Canterbury. Do we have to go so deep and destroy every time for no real commercial purpose? cial purpose?

The trouble is that construc-

tine trounte is that construc-tion companies are terrified of archaeologists and the delays they could cause, while archaeo-logists generally are ignorant that their valuable remains could be so easily bridged over, John Davion. John Dayton. c/o Institute of Archaeology, Gordon Square, WC1.

Voluntary export restraints

From Mr D. Greenaway
Sir,—Mr Calvert's comments
(February 5) on the effects of
the voluntary export restraint
on Korean footwear reveal a on korean footwear reveal a misunderstanding regarding his own figures. The basic issue is one of whether or not the VER affected import prices. We are content to conclude from our analysis that prices of footwear were raised by the VERS. We Calvert seems to be a seem to the content of the wear were raised by the VERs. Mr Calvert seems to be suggesting that other factors related to changes in product quality, stocks and so on were responsible for changes in the unit values of footwear imported from the Far East. If he is correct in his presumption that the VERs were not restrictive then he would presumably support their removal.

David Greenzway.

University of Buckingham,

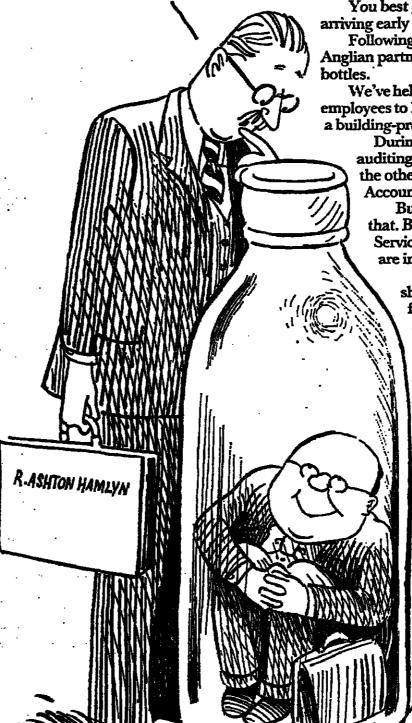
Buckingham.

Space battles widespread

From Mr P. Savage
Sir,—I was interested to read (February 5) the headline "US plans computer network to simulate space battles." Do they not know that these are readily available in the amusewestern world?

Paul Savage, Hilton, Sharp & Clarke.

"I don't much care how you got in there, Binder old bean, but I do wonder why."



We all know that Sir Bernhard Binder was too substantial a figure to climb into the bottle. It must have been made around him.

This, as he no doubt explained to R.Ashton Hamlyn, is deeply symbolic of our attitude to accountancy:

You best get inside your client's business by arriving early and staying put.

Following in our founder's footsteps, our East Anglian partners have spent some years in plastic

We've helped the manufacturers grow from 20 employees to 120; from one factory to two; and add a building-products subsidiary. During this time, we've done their

auditing and accounting, naturally, and all the other things that major Chartered Accountants do. But we get a lot more personal than

that. Because in our Private Company Services, corporate and personal matters are inevitably intertwined. We pay particular attention to share ownership and the retention of

family control. We transfer capital into funds for children. We help our clients write their wills. All sorts of things. One MD had been so busily

building his business that when we found him at forty, with a wife and two kids, he had neither pension nor life assurance.

We swiftly fixed him up with both, of course. It's surprising what funds you can generate by reducing taxable profits and replanning the ownership of company property.

Perhaps we can arrange some

profitable surprises for you. The coupon reveals all.

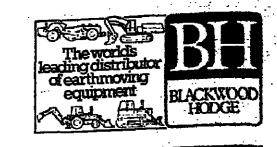
To: Stewart Urry, Binder Hamlyn, 8 St Bride Str London, EC4A 4DA. Telephone 01-353 3020,	
I feel you're bottling up a lot more information. Please send it to:	'n.
Name	
Соправу	
Address	

Post Code

London/Ayr/Bacup/Bath/Belfast/Birmingham/Bury St Edmunds/Croydon/Dublin/Enniskillen/Glasgow/Leeds/Manchester/Newcastle/Newmarket/ Nottingham/Rochdale/Saltcoats/Sheffield/Stranraer/Telford/Wolverhampton/internationally Binder Dijker Otte & Co.

FINANCIAL TIMES

Wednesday February 12 1986



SWEDISH GROUP GIVEN SECOND CHANCE TO TENDER

Anger over UK defence contract

By Bridget Bloom, Defence Correspondent, in London

BRITAIN'S Ministry of Defence has re-opened bidding on an army contract for helicopter missile sights in an attempt to win an order from Sweden for Westland helicop-

It believes Sweden might be prepared to buy the helicopters if the missile sight contract were to be awarded to a group of companies led by Saah, one of Sweden's lead-

ing defence contractors. The decision to re-open the £70m (\$98m) contract, taken late last out Tow. year, has angered British Aero-space, which has been in competi-tract is tive negotiations to supply the missile sights over the past two years and had been told in September

that its bid had been accepted. It has also angered the British ar-my, which now lears it may have to buy equipment that it does not crisis over Westland is said to be

The original contract was to up-date the roof-mounted sights of the tract and an offer by the Swedish as the Westland Sea King, no for-mal specifications had yet been Tow anti-tank missile system to Government to buy between 20 and give the army's Lynx helicopters 30 British-made helicopters are denight, as well as day, vision capabil-nied both by the Swedish Govern-

AMSTRAD

200

Amstrad

boosted

by word

processor

By Jason Crisp in London

last financial year.

AMSTRAD, the British computers and consumer electronics group, yesterday reported pre-tax profits of £27.5m (\$38.8m) in the six

months ending December 31, some

£7.5m more than in the whole of its

The figures were considerably

higher than expected - almost three

times last year's £9.5m - and the

shares rose 50p to 342p. Mr Alan

Sugar, chairman, managing direc-tor and founder, saw his 50.4 per

cent stake jump in value by some

£27.5m to £188m yesterday.

Amstrad's success was due to bet

ter-than-expected sales of home

computers in overseas markets and

very strong demand for its low-cost

tember. Sales in the first half al-

most doubled from £69m in the last

financial year to £128m, and mar-

gins also improved from 14 per cent

Overseas sales now account for

58 per cent of turnover, which is ex-

pected to rise to 65 per cent for the full year, with France, West Ger-

many and Spain as the most impor-

Most of its overseas sales are

computers, but the company is now

planning to seil audio equipment in countries where it is well-known.

Its subsidiaries or agents in coun-

tries such as France and Spain as

well as Scandinavia are setting up

separate division to sell audio

Audio and video products now on-

ly account for 16 per cent of turn-over compared with 96 per cent less

than two years ago. Mr Sugar said he expected a "tremendous growth"

in audio products in 1986 as a result

of the move overseas and the

launch of two low-cost compact disc systems which become available

tant markets.

Westland yesterday announced that it had won a £20m (\$28m) order for live Lynx helicopters from the West German navy, which already operates 14 of the Anglo-French aircraft. The amountement came less than 24 hours before a Westland special shareholders' meeting in London today where the directors will seek approval of the Sikorsky/Fiat rescue plan.

opened to allow Saab Instruments, British Member of Parliament and together with the UK company Pil-kington and Emmerson of the US, to bid with a completely new system which would mean stripping

The decision to re-open the contract is understood to have been taken reluctantly by the ministry's procurement executive, the body re-sponsible for buying more than £8bn worth of military equipment a year for Britain's armed forces. Political pressure stemming from the

Suggestions that there is a link and some rescue helicopters such Government to buy between 20 and drawn up.

The Swedish Defer

ment and Saah. However, Mr Kenneth Warren, a was not generally in favour of off- third time.

chairman of the House of Commons

select committee on trade and in-dustry, specifically made such a link in the parliamentary debate on Westland three weeks ago. In addition, the Swedish Govern-ment last week sent a letter to the Ministry of Defence at the request of Saab, outlining its policy on bar-ter and offsets in its defence trade. According to officials, the Swedish Government made clear that, while the Royal Swedish Air Board has a requirement for 20 to 30 transport elicopters of the Westland 30 type

mal specifications had yet been Administration is understood to have said in its letter that, while it

sets or barter arrangements, it recognised that these could be useful some circumstances For Westland, whose main prob-

lem has been shortage of work, any deal with Sweden would be highly significant, although the critical gap in its order book is over the next three years, too soon to be filled by any Swedish order. The 30 helicopters would be worth at least £90m.

British Aerospace (BAe) is partic ularly angered by the re-opening of the contract since Saab did not tender in two competitions held in 1984

It is understood that Saab first officially indicated its interest last November and has since been allowed to bid against a specification redrawn by the Defence Ministry to take account of its new - and the British army maintains relatively unknown and high-risk - Helitov

The Saab bid is due to be submitted to the ministry today. Depend-ing on the outcome, BAe and Hughes may be asked to enter a

Italian semiconductor group to Italian semiconductor group to in the Community's farm budget. His remarks set the seal on a significant shift of emphasis at the Ministry of Agriculture over the last few months, reflecting gloom at the community's farm budget. His remarks set the seal on a significant shift of emphasis at the Ministry of Agriculture over the last few months, reflecting gloom at the community of the community

BY ALAN FRIEDMAN IN MILAN AMERICAN Telephone & Tele-

graph, the big US telecommunications group, yesterday amounced a plant in Reading, Pennsylvania, five-year international agreement Packaging (assembly and testing) with SGS under which Italy's leading state-owned semiconductor Bangkok and Singapore. All procompany will help to develop and druck will be distributed worldwide by SGS trades to SGS trades to SGS trades and SGS trades and Singapore. market AT&T bipolar integrated by SGS, under the SGS trademark. circuits and high-voltage circuits.

Mr Matthew Sagal, AT&T's New

York-based director of international strategy, said yesterday that he hoped the agreement would yield annual sales of about \$100m in the latter part of the five-year period." The products would employ comple-mentary hipolar integrated circuits, or CBICs, a "unique AT&T technology" which had, for the past 20 years, only been applied internally in the manufacture of AT&T pro-

by Minebea's

foreign suitors

By Charles Batchelor in London

TRAFALGAR HOLDINGS, the US

The plan is for AT&T to produce the CBICs at its wafer fabrication

The agreement does not exclude similar deals between AT&T and other companies. The target is the global bipolar circuit market which is valued at about \$4bn a year - or roughly 16 per cent of the \$25bn glo-bal integrated circuit market. The main competitors already selling bipolar circuits include Texas Instruments, National Semiconductor, Philips and Japanese makers.

Although SGS's fundamental responsibility will be marketing, the tronics fields.

deal should provide a boost to SGS's annual turnover, at present

AT&T says that, while the deal is worldwide, it expects to develop "a strong position in the European market."

The US group is expected to announce soon plans to open its first co-ordinated Europe-wide sales and marketing centre, based in Munich, where AT&T already has a design

Mr Sagal stressed that the appli cations of the new products would go beyond the telecommunications ector and were also aimed at industrial manufacturing, including the automotive and consumer elec-

tertainment group whose share price continues to be buoyed by ported a 32 per cent drop in 1985 income from continuing operations to \$202.6m or \$7.27 a share.

group, and Glen International of the UK have applied to a Japanese court in support of their takeover bid for Minebea, the Japanese ball bearing manufacturer. Trafalgar-Glen, the joint ventur company representing the two predators, filed a suit in the Nagano district court on Monday in an attempt to block the proposed merger of Minebea with Kanemori Compa-ny and to millify the bulk of Mine-

bea's private placement of Y16bn (\$85m) of convertible bonds. Trafalgar-Glen also intends to file today with the Japanese authorities a notice of its intention to acquire more than 10 per cent of Minebea's capital stock. This would be the first time a foreign group, not al-ready associated with a Japanese company, had made such a filing under Japan's foreign exchange and trade control laws, Glen said.

Glen and Trafalgar, both invest-ment groups, launched their bid -the first contested offer for a Japanese company - in October on the basis of a sizable stake held in the form of Minebea equity, convertible bonds and warrants. The bid values Minebea at about \$1.4bn.

Trafalgar-Glen alleges in its law-suit, which is against Minebea and Keiaisha Company - which is con-trolled by Mr Takami Takahasi, president of Minebea - that the convertible bond issue was intended to dilute the Trafalgar-Glen holding in Minebea and did not serve the normal financing needs of the compa-

جنبط والشطا

Background, Page 24

Debrench
Edishergh
Faru
Parence
Franktet
Forctsi
Genera
Bibatter
Glasgner
Generasy
Helsiski
K. Rotg
Jeroshanta
Levenes
Lassy
Je Verg
Leste
Lassy
Je Verg
Leste
Lasseben
Lasseben
Medad
Melant
Melant
Melant
Melant

World Weather

Court challenge | CBS profits slide but Loews raises stake

CBS, the US broadcasting and en- per cent by buying 96,000 shares at

The group's fourth-quarter earnings from continuing operations fell by 50 per cent to \$55.5m, or \$2.23 a share. At the net level, the group's full-year earnings fell 87 per cent to 527.4m, or 81 cents, on revenue which rose 2 per cent to \$4.76bn.

The company says that the de-cline in net income was primarily due to its decision to discontinue its toy, theatrical, film and home computer software operations, in the third quarter.

Although the figures were disap-pointing, CBS shares rose \$4% to \$118% in early New York trading yesterday. This followed the announcement that Loews Corporation had increased its stake in the company from 11.9 per cent to 12.3

\$110 on January 23. Loews Corpora-tion, which helped CBS fight off an elcome takeover bid from Mr Ted Turner, the Atlanta-based media entrepreneur, last year, had earlier agreed with CBS that it might raise its stake in the company to 25

Mr Thomas Wyman, CBS chief executive, said that *1985 was a year of dramatic change for the me-dia industry - highlighted by intense activity in the merger/take-over area and difficult business conditions. We are pleased to preserve CBS's independence by successfully defending against a hostile take over attempt and to provide sub-stantial benefits to our shareholders through the recapitalisation programme."

Mr Wyman said that, having streamlined the company's busi-ness and focused on three core operations, CBS was in an excellent competitive position to "capitalise

Westland rescue vote

Continued from Page 1 The tender attracted only 4.26 per

cent, well below the necessary 20.2 the company held in 12 hands."

In a separate development, Mr. Alan Bristow, the former helicopter operator and staunch supported by the company held in 12 hands."

Sikorsky's parent, Both Sir Gordon and Sir John denv this operator and staunch supporter of the European rescue, disclosed that he was considering legal action against Sir Gordon White, chairman of Hanson Industries, the US arm of Hanson Trust, over remarks concerning a meeting at Claridges last month.

Mr Bristow claims he was offered a seat on the Westland board if he cent, well below the necessary 202 a seat on the wesdam board in he per cent needed to trigger the offer.

Mr Horne, who intended to use the tender tactic to help block the Simonth's shareholders meeting. The tender tactic to help block the Simonth's shareholders meeting. The tender failed with 84 per cent of the company held in 12 hands."

In a secretary development Mr. Silversky's parent Both Sir Cordon.

Last night, Mr Faure issued a statement saying that no offer was made to Mr Bristow before, during, "I have consistently refused to make any commitment to Mr Bris-

Shcharansky flies to Israel

Continued from Page 1

nevertheless seen in Jerusalem as year-old activist who has been in an important gesture of goodwill by jall since 1962.

● In Johannesburg, the South African Government said that Mr Nelson Mandela, the imprisoned black nationalist leader, would not be freed as part of the spy exchange. The Justice Ministry said the release of Mr Shcharansky did not meet South Africa's conditions for freeing Mr Mandela, the 68-

South African President P. W. Botha, in a surprise statement a forthnight ago, said that Mr Mande-la might be released on humanitarian grounds if the Soviet Union released Mr Shcharansky and Mr Andrei Sakharov, the nuclear physicist, and if Angola freed South African Capt Wynand du Toit, held since an unsuccessful raid on oil

moots curb on cereals output By Andrew Gowers in London

UK farm

minister

MR MICHAEL JOPLING, the UK Agriculture Minister, yesterday presented farmers with a fresh proposal to curb the cereals surplus by encouraging marginal grain produc-

ers to take land out of production. In a speech to the National Farmers' Union, he acknowledged that the EEC was unlikely to agree on price cuts of a sufficient order to reduce grain output and described the European Commission's proposal last week for a tax on cereals pro ducers as "largely if not entirely irrelevant to the underlying problem of achieving a more sensible market balance.

"It may be," he added, "that before long we may be forced to consider a much more radical package

The EEC's grain surplus has been growing rapidly over the last few years, reflecting increasing productivity and stagnant domestic and export demand. It is an important factor in the recent breakneck rise

the abortive attempts last year to push through large price cuts for

Previously, Mr Jopling had stressed price restraint as the principal means of achieving production cutbacks. But recently he has been underlining the need for a package of measures - including price discipline - to tackle the

Some other EEC farm ministers in particular Mr Ignaz Kiechle of West Germany - have made i known that they would be prepare to consider restrictions on cereals output, possibly in the form of quo-tas as applied to milk production two years ago. This, however, is still being vehemently resisted by Mr

Officials said yesterday that his suggestion of a voluntary scheme to encourage farmers on marginal land to quit cereals production was simply one option, and few details had been worked out. It would prob ably resemble the European Com-mission's proposals for an EECwide "outgoers' scheme" for milk, under which dairy farmers would be paid to give up milk production. Mr Jopling is expected to propose the idea to EEC farm ministers when they hold their first discus-

sion on this year's farm prices later this month. He may see it as a way of heading off the mounting pres-sure - both within the EEC and in Britain - for compulsory restrictions on cereals production.

The minister also made clear that the issue of alleged "discrimination" against Britain could become a big sticking point in this year's farm price negotiations. The European Commission's price proposals aim to soften the impact of some measures on particularly small farmers, of which there are very few in

Aquino spurns advisory role under Marcos Continued from Page 1

situation was controlled by the election officials," he said. He did not charge Mr Marcos directly with manipulating the count, although he pointed out that he must bear responsibility as he was in charge of the Government

Earlier the White House's apparent "tilt" towards Mr Marcos drew a thinly-veiled warning from Mrs Aquino. Do not make the mistake. in the name of short-sighted self-in-

terest, of coming to the support of a failing dictator," she declared. Denouncing Friday's "shameful electoral fraud," Mrs Aquino said that, in this time of need, "we will learn who our real friends are. Understand that we have won and we will take power."

As she spoke, around 3,000 leftwing protesters bearing red flags demonstrated in the centre of Manila against what they called "elector al fraud and terrorism.

Their leaders said they planned a series of protests to culminate in a national strike on the day Mr Marcos is proclaimed President. Mrs Aquino also issued a signifi-

cant appeal to the military and the

police to uphold the interest of the republic and its citizens. The nation and I are convinced that you know the real score," she declared. Meanwhile, one of Mrs Aquino's key political backers, Evelio Javier, was shot dead by masked men in the central province of Antique. The murder follows the killing of a young Aquino worker in Manila on Monday. Some 107 people have now died in election-related incidents

since the campaign began

THE LEX COLUMN

Twelve good men and true

Amstrad

that the Albert Hall is too capacious a venue for today's extraordinary meeting but it now appears that even the more modest Connaught Rooms may be a touch on the large side. To judge from the results of the Stock Exchange inquiry every shareholder on the register could find a seat in a single W-30 helicop-

shareholders control all but about 15 per cent of Westland's equity must be especially embarrassing to Lloyds Merchant Bank which, it now transpires, was seeking more shares than could realistically be It also puts Westland's chairman,

Sir John Cuckney, in the most unenviable position. Under the rules governing Class 4 transactions, of which this is one, no shareholder owning 10 per cent or more of the company may vote that holding if he or she (we may never know which) has an interest in the outcome. Determining precisely who -among the disclosed holders - has such an interest was only the first of the company's difficulties. The problem now is to figure out who stands behind the six undisclosed holdings which together add up to 20.33 per cent.

It may be that those holders, half of whom are using Swiss nominee accounts, are not acting in concert with anyone else, do not own shares in any other name and have no commercial interest in the outcome. There again, it may not. Those investors must, by definition, have paid over the odds for their equity and precedent suggests that shareholders who are happy for their identity to be known do not shelter behind Swiss nominee accounts.

To postpone the meeting while this is sorted out would serve no useful purpose but, failing proper disclosure, the aggregate 20.33 per cent should be discouraged from voting. If disclosure is forthcoming, all will be well. Mrs Thatcher has insisted

throughout that Westland's future should be decided by its shareholders and so it shall. By all 12 of 1984.

The City of London may have some difficulty understanding any-thing to do with electronics, but rarely has it misjudged a company so resoundingly as Amstrad yester-day. While the stockbroking fraternity was losing its collective sleep on audacious forecasts of a 50 per cent increase in pre-tax performance, Amstrad quietly announced just short of a trebling of interim profits – from £9.5m to \$27.5m. The resulting scamper to capitalise these earnings caused the Amstrad share price to rise 50p to 342p, adding a mere £27m to Mr Alan Su-

gar's paper fortune. It may be that the market is less able than the public to distinguish between the home computers that the likes of Dixons were selling over Christmas and the Amstrad versions. Or perhaps it was reluctant to trust a share that could have been bought for under £2 in January - or at least until an Edinburgh stockbroker stumbled on the tremendous volume growth in the period. What no Scot managed to pre-dict was that the doubling of sales volume amid the fiercest price disinflation could be achieved on a 50 per cent improvement in operating

Amstrad appears to have squared the circle: it can sell highly profitable products that work, when price and specification are travelling in ite directions. Of course, the refusal to manufacture ren any need for margin to be retained for capital requirement; and, anyway, Amstrad has managed to plug into a less price-sensitive stage of the home computing cycle in continental Europe. Yet this would be useless without a few new tricks Amstrad has brought to the business, whether by balancing sensonal demand - say of all-year word-processors against Christmas computing toys - or by committing a foreign distributor such as Sears in the US to picking up the residual inventory. Disappointed shoppers are infinitely preferable to the sort of stock crisis that hit Sinclair and Acorn in

The question now is not so much

thether Amstrad, which has managed the sort of production shift from audio-visual to computing that eluded entire consumer electronics industries, can capitalise on the compact disc. More important is the possibility of replacing products as they makere with new machines in the networking market about which Amstrad knows little. This matters hitle with the word-processor only beginning its life-cycle, let alone against the current stock-market rating of this and pext year's carnings. Estimates for this year, for what they are worth, suggest £50m pre-tax and a price earnings ratio at a 18 per cent discount to the

So far, at any rate, shareholders in CBS need have no regrets that the company was able to defend itself against last year's junk-boad buccaneering. Thanks to the irrita-tions of Mr Ted Turner, their conpany bought back a fifth of its equity in August and has not merely emerged with a more fashionable leveraged balance sheet, but with an ally - Loews - which seems ready to buy a few more shares whenever the price drops towards

CBS may be confident that its core markets me improving, but as yet there is no sign that its earnings have started to do likewise. Operating surpluses will have to move up quite fast to offset the increased interest burden, while the cost base still looks overweight. An increase of 2 per cent in broadcast operating revenues in the fourth quarter is accompanied by an unpromising 12 per cent drop in net income.

No doubt CBS is well out of its involvements in toys, movies and software; paying to exit from these entertainments has taken a big chunk out of shareholders' funds in the past few months. It is perfectly pos-sible that the combined slimmingdown and gearing-up processes will produce some racier results before long, according to recent Wall Street doctrine; if not, shareholders can presumably expect less gentle-manly action from Loews.

*****----

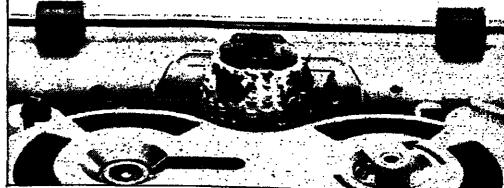
Wherever you're going, the going is easier with Tokai Bank

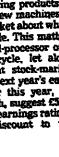
Entering a new market? Trying to get the most out of an old one? Tokai can help. With 40 international offices and more than 1,100 correspondent banks, we give you tast access to a world of information and analysis. Our advice is tempered by over 100 years of experience. And we have the financial resources to put your ideas into action.

Tokai can also guide you through the intricate Japanese market. And because we maintain strong connections with the enlire spectrum of business and governmental interests, we can offer almost unlimited access,

So for everything from local bond issues to global computerized banking, talk to Tokai. And see how we can make the going easier for you.



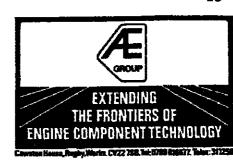




Tel. 01-353 6851 Telex 25916

SECTION II - COMPANIES AND MARKETS **FINANCIAL TIMES**

Wednesday February 12 1986



Schering sales rise 7% to more than DM 5bn

BY LESLIE COLITT IN BERLIN

year to just over DM 50m (52.10h). It said profits, although undisclosed, were improved over 1984, when group earnings rose to DM 138m and an increased dividend of 24 per DM 883m.

cent was paid.

The West Berlin-based company said a fall in its growth rate in the course of last year resulted mainly tion to the D-Mark. Schering currently does 19 per cent of its worldwide turnover in the ITC with 17 per cent in West Germany. An undisclosed loss was made by ducer of oral contraceptives the company's US operations. This worldwide. was described as the result of the

BY DAVID BROWN IN STOCKHOLM

SKANDINAVISKA Enskikia Bank-

en, Sweden's leading commercial

bank, reports stagnant operating

Texas Oil

merger plan

wins backing

TEXAS OIL and Gas shareholders

have approved a proposed merger with US Steel by more than two to one, Reuter reports from Dallas.

The merger, which has mit with

disapproval on Wall Street, was worth \$3,66bm to Texas Oil share-

October 30. US Steel stock has since

dropped more than 17 per cent, low-

ering the total value of the deal to

THE STATE OF THE S

The state of

.....

and the state of

Control to the

VA 10 20 20 20

and the sections

r. water

7 TEE

er et de la comp

មានដែល🕿

577 作符页程度

. The training of the Exp.

100

The state of the s

a. 100 (m. 5.5) 1393.

1. 医自己性神经

. . .

100

I BANK

SCHERING, the West German costs from the introduction of its pharmaceuticals and chemicals birth control pills in the US under a costs from the introduction of its birth control pills in the US under a marketing agreement with Ameridown 1 per cent to DM 891m. The group, lifted sales by 7 per cent last marketing agreement with Ameri-year to just over DM 5bn (\$2.1bn). It

Schering's foreign sales rose 7 per cent to DM 4.2bn while domestic turnover was up 5 per cent to

by 11 per cent last year to reach DM 2.1bn, with oral contraceptives few years. It is the third largest pro-

Sales of pesticides and herbicides, the group's second largest

crease its dividend.

cent while the foreign subsidiaries
The group suffered because of
the Swedish central bank's tough
monetary policy which makes and interpolated their profits for
the year.

monetary policy, which pushed interest rates to record levels last est income was more than compensated for by a 10 per cent jump in the dividend on ordinary shares by SKr 1.75 to SKr 8 and to maintain

Despite a subsequent easing in Overall, costs rose well in excess of an unchanged dividend on rates, SE Banken said overall borincome.

COMPUTERVISION, the US pio-

\$21.5m, or 76 cents a share, com-

pares with net income of \$14.9m, or 52 cents, a year earlier.

rowing costs last year rose by SKr • Götabanken, the fourth-largest

The bank's Swedish subsidiaries a sharp SKr 199m rise in operating

increased their earnings by 26 per cent while the foreign subsidiaries butes to higher domestic and inter-

Computervision loses

meer of computer-aided design and due to an unusual \$14.1m charge manufacturing (CAD/CAM) systems, has reported further losses in the fourth quarter. The deficit of posal of excess facilities.

\$21.8m in quarter

SE Banken profits static as

borrowing costs increase

500m (\$86.6m).

company said this division was affected mainly by the slowdown in US industrial activity.

Turnover in speciality chemicals rose 6 per cent to DM 302m while the electro-plating division recorded a 13 per cent increase to DM 331m. This was achieved despite a worsening situation in the electronics industries. ics industry.

Schering's investments rose 30 per cent last year to DM 364m. Investments abroad were up 38 per cent to DM 165m and in West Germany rose 24 per cent to DM 199m. The main foreign investments were at the FBC subsidiary in the UK and at Sherex Chemical in the US.

Swedish commercial bank, reports

Much of the fourth-quarter loss is

However, the company is experi

encing an upturn in orders and re-ported its second consecutive quar-

tigating the crash, in which 248 US soldiers and eight crew died. oldiers and eight crew died. taining its DC8s. At the weekend Arrow said yesterday that the FAA temporarily grounded 10

By Adrian Dicks in London

UTA lifts

earnings

forecast

UNION de Transports Aériens, the French long-haul airline 80 per cent owned by Chargeurs, the transportation and industrial group, has revised upwards its net earnings forecast for 1986 to FFr 750m (\$102m) - 25 per cent above the FFr 600m forecast by

UTA two months ago.

Mr Rene Lanautre, chairman, said in London that about Ffr 340m would be accounted for by a previously known insurance payment from an aircraft lost in 1984, but that the rest would result from operating profits re-flecting a predicted 8.2 per cent increase in sales.

During 1986, UTA intends to improve its fleet to three Boeing 747-309 aircraft, which combine 260 passengers with 45 tonnes of treight capacity; one all-passenger 747-300; and one all-freight 747. Mr Lapautre restated his interest in the Airbus Industrie proposals for A-330 and A-340 long-haul aircraft, although he said new aircraft would have to demonstrate clear advantages over the present Boeing 747 and McDonnell Douglas DC-10. UTA is confident of being able

to pay for its new aircraft out of each flow in addition to achieving a further strengthening of the balance sheet in 1986 that should see the debt-equity ratio improve to better than 1.1.

Chargeurs last year reduced its stake in UTA to 80 per cent from 90 per cent to help to finance its interest in the planned fifth French television channel in cooperation with Mr Silvio Berluscomi. Mr Lapautre said there were no plans for Chargeurs to reduce its stake in the airline

US lift-truck maker reports further losses

By Our Financial Staff

CLARK Equipment, the US con-struction equipment and vehicle parts group, has reported its sec-ond quarterly loss in succession. It also approunced plans to produce medium-sized internal combustion lift trucks outside

The company, based in South Bend, Indiana, posted a \$15.7m loss in the fourth quarter after a pre-tax provision of \$23m for restructuring costs and asset

writedowns.

This compares with a 1384 fourth-quarter net profit of \$3.9m, or 25 cents a share, after a \$1.8m tax credit. Sales for the fourth quarter of 1985 were \$255.6m compared with \$226.8m the year before.

For 1985, Clark reported a net loss of \$85.5m, or \$5.16 a share, after a \$96.1m charge compared with a net profit of \$24.9m, or \$1.59, in 1984, on sales of \$964.1m against \$379.6m.

The company cited competitive

The company cited competitive pressures on lift-truck pricing, costs incurred in implementing the overseas sourcing pro-gramme, and rationalisation of its automotive components business as reasons for the loss.

Some of the loss for the year is due to a \$12m writedov third quarter on VME, Clark's joint venture with Volvo of Swed-

Golds merger backed

By Jim Jones in Johannesburg SHAREHOLDERS of Free State Geduld yesterday followed the earlier example of holders of President Brand, President Steyn and Western Holdings and voted in favour of the merger of the four Orange Free State gold mines managed by Anglo American Corporation.

The merger will lead to the lormation of the world's largest gold mining company. In the financial year to September 38 the four mines milled a combined 20.5m tons of ore and produced 113.5 tons of gold.

Gander crash airline files for Chapter 11

BY OUR FINANCIAL STAFF

ARROW AIR, the Mizmi-based carrier, filed yesterday for reorganisation under Chapter 11 of the US investigation into the disaster, used.

Committee was "determined to preof the carrier's aircraft, saying that its 500 employees are due be laid
unapproved spare parts had been
off.

Since the Gander crash, Arrow tion under Chapter 11 of the US investigation into the disaster, bankruptcy code in the wake of the which happened soon after take-off foundland last December.

The airline also cited what it called an unwarranted announce-Arrow Air's filing was accompanied by hitter complaints about a ment" by the Federal Aviation Ad-US congressional committee invesunapproved spare parts in main-taining its DC-8s. At the weekend

Arrow will continue operating months.

cargo and charter flights but all scheduled passenger.

The Chapter 11 filing will not affect insurance coverage or potential payments related to the Gander crash, but will give the airline provided in two mechanical emergentiations. cies at take-off in the preceding six

The airline said adverse media scheduled passenger services have coverage seriously affected advance been halted immediately and 400 of bookings

Amax hopes to break even after record loss in 1984

BY KENNETH MARSTON, MINING EDITOR, IN LONDON

ces company, aims to break should open in May, and two smalleven this year after losing a record \$821m, or \$9.35 a share, following per cent-owned Australian Consoliwrite-offs of \$350m in 1984. Mr Allen Born, the president and dated Minerals. Amax is also anxious to take adchief operating officer, who has succeeded Mr Pierre Gousseland, said in London yesterday he did not an-

ticipate further write-downs this He based his hopes of break-even in 1988 on a drive for greater efficiency and cost-cutting. He does not expect significant improvement in

AMAX, the US diversified natural higher income from gold at the new and contains coal reserves in excess Sleeper mine in Nevada, which of 100m tons, with scheduled annual production of 1.5m tons. Amax says the acquisition will in-

volve no significant initial cash investment. The assets will be acquired primarily through longvantage of its large accumulated US
term lease arrangements.
tax losses, which can be applied only to domestic income. Partly for debt stood at \$1.8bn, Mr Born hopes

that reason, the company has to reduce it to about \$1.2bn by the agreed to acquire from American end of this year. The net asset value Electric Power the Price River unof the company is around \$700m, or derground coal mine near Helper, \$10 to \$11 a share, but no early re-

IBM launches six computer models

BY PAUL TAYLOR IN NEW YORK

base metal prices, but is looking for

announced sharp reductions in the sors for its 4381 line. issted purchase prices of its existing ... IBM said it was reducing the mainframe computer range.

price of its 3090 series models by price of its 3090 series models by

The company said the moves would provide cheaper alternatives for new customers and for those upgrading from current systems. IBM, which dominates the US market for large mainframe computers with an estimated 70 per cent share, intro-duced two "entry level" single-

IBM, the world's largest computer its new 3090 series, with double the frame price cuts on the fiercely group has announced six new com-storage of its two existing 3090 mod-competitive US mainframe market puter models including two addi-els, and introduced four high-remains uncertain. IBM's competitions to its mainframe series. It also performance replacement proces-

> about 10 per cent to \$4.5m from \$5m for the model 3090-200 and from \$9.3m to \$8.5m for its most powerful mainframe, the 3090-400. The price of its 308X mainframe

series, the 3090's predecessor, is cut by up to 21 per cent.

tors say the company had already been discounting the posted price of 3090 models to win orders, However, the price reductions on the older 308X line might help to lift sales of these machines, which industry executives say have been harmed by the rapid roll-out of the 3090 series and by plunging market prices for used equipment.

The introduction of the two entry-IBM's mainframe product range | per cent to FM 2.502m.

Justus **Dornier** plans expansion

By John Wicks in Zurich

MR JUSTUS DORNIER, the Swisspased industrialist and former shareholder of the German Dornier group, is setting up a Zurich compa-ny to control and expand his international interests.

Justus Dornier Holding will take over his controlling shareholdings in the light-aircraft company Gyroflug, of Baden-Baden, and in the Swiss company Sitesa, of Biasca, which makes equipment for the semi-conductor industry.

Mr Dornier, who has minority stakes in other German and Swiss operations, plans to add further companies to his portfolio. The most important would be an interest in the Canadian aircraft concern

Canadair, now the subject of negotiations with the Government in Mr Dornier says he is "hopeful" about the outcome of the Canadian talks, which might be completed by the end of next month. He also made a bid for the Canadian De Ha-

villand concern, but that was subsequently acquired by Boeing. Head of the new company will be Mr Dieter Stenner, a former executive of Dornier Reparaturwerft, of Munich, who has had close links with Canadair.

Nokia profits soar 59% to FM 542m

By Offi Virtanen in Helsinki

NOKIA, the Finnish diversified industries group, saw its profits climb 59 per cent last year to FM 542m (\$101.5m). Group turnover of Finland's largest privately owned industrial company rose by 18 per cent to FM 11bn.

Nokia's biggest industrial division, electronics, also produced the level 3090 models further broadens fastest growth. Its turnover rose 41

For the year, net losses totalled S80.7m, or \$2.82 a share, against net income of \$47.7m, or \$1.86, in 1984. Revenues fell from \$556.3m to Revenues fell from \$556.3m to and restructuring, operating expenses in the last half of 1985 were down 19 per cent from the first half. JOINT COMPANY ANNOUNCEMENT

Texas Oil last year suffered its \$441.1m for the year, and from first earnings drop for 27 years. \$163.9m \$117.2m for the quarter.

FREE STATE GEDULD MINES LIMITED (FSG)

Registration No. 05/26324/06 PRESIDENT BRAND GOLD MINING COMPANY LIMITED (BRAND)

Registration No. 05/32680/06 PRESIDENT STEYN GOLD MINING COMPANY LIMITED (STEYN)

Registration No. 05/28210/06

WESTERN HOLDINGS LIMITED (WEST HOLD) Registration No. 05/09266/06

WELKON GOLD MINING COMPANY LIMITED (WELKOM)

Registration No. 05/24464/06 (All of which are incorporated in the Republic of South Africa)

(the first four companies being referred to as "the Scheme Companies") SCHEMES OF ARRANGEMENT AND RELATED MATTERS

Members of the companies were informed in a joint announcement dated January 29 1986 that the shareholders of Brand, Steyn and West Hold had approved the Schemes of Arrangement and related matters proposed at the respective Scheme and general meetings of these companies held on January 28 1986. The Welkom shareholders approved the proposals submitted to a general meeting of Welkom held on the same day while the Scheme meeting of FSG was adjourned to February 11 1986 to be followed by a general meeting of FSG.

meeting of FSG. At the adjourned Scheme meeting of FSG. shareholders approved the FSG Scheme of Arrangement in terms whereof it is proposed

(i) FSG will become wholly-owned, directly and indirectly, by Free State Consolidated Gold Mines Limited (Freegold), which in turn will become held as to more than 50 per cent by Orange Free State Investments Limited (Ofsil);

(ii) FSG shareholders will become shareholders in Freegold and Ofsil and where so elected in Welkom.

At the general meeting of FSG, held following the conclusion of the FSG Scheme meeting, shareholders approved the special and ordinary resolutions proposed at that meeting and which related to the implementation of the FSG Scheme.

Accordingly, application will be made to the Supreme Court of South Africa (Witwaters-rand Local Division) (the Court) on February 18 1986 to sanction the Brand, FSG, Sceyn and West Hold Schemes of Arrangement (the Schemes). If the Court sanctions the Schemes then the salient dates will be as follows:

(a) THE RECORD DATE in respect of each Scheme, i.e. the date on which: (i) dealings in and the listings of the shares of FSG, Brand and West Hold on The Johannesburg Stock Exchange

and The Stock Exchange in London (ii) the registers of the Scheme Companies will close to determine to whom Freegold and Ofsil shares and/or Welkom shares will be allotted and who will be entitled to cash payments arising on the sale of fractional entitlements;

(iii) the register of Steyn will close in order to determine the persons in whose names the Freegold shares will be issued in substitution for their Steyn shares;

will be the close of business on February 21 1986.

(b) THE OPERATIVE DATE in respect of each Scheme, i.e. the date on which:

(i) the Schemes will become operative; (ii) the listings on The Johannesburg Stock Exchange and The Stock Exchange in London for the Freegold and Ofsil shares allotted to give effect to the Schemes are expected

(iii) the change of name of Steyn to Freegold will become effective;

will be February 24 1986. Shareholders of the Scheme Companies will be informed of any change in any of the

Freegold, Ofsil and/or Welkom share certificates, where the Scheme Companies share certificates or other documents of title are surrendered before the operative date, together with cheques in respect of fractional entitlements relating thereto, will be posted on March 7 1986 or within 7 days of receipt thereof in respect of surrenders after the operative date except that no documents or cheques shall be posted before March 7 1986. Copies of this announcement are being posted

데데르 February 12 1986.

to members.

This announcement appears as a matter of record only

New Issue

U.S. \$125,000,000



Province of Manitoba

(CANADA)

834% Debentures due February 11, 1991 Series AV

Issue Price 100%

Wood Gundy Inc.

Union Bank of Switzerland (Securities) Limited

CIBC Limited

Banque Nationale de Paris

IBJ International Limited

Kredietbank International Group

Credit Suisse First Boston Limited

Merrill Lynch Capital Markets Orion Royal Bank Limited

The Nikko Securities Co., (Europe) Ltd. Richardson Greenshields of Canada (UK) Limited

Salomon Brothers International Limited

Swiss Bank Corporation International Limited

Westdeutsche Landesbank Girozentrale

Algemene Bank Nederland N.V. Banca del Gottardo BankAmerica Capital Markets Group Bankhaus Hermann Lampe Bank Leu International Ltd. Bank Mees & Hope NV Bank of Montreal Banque Bruxelles Lambert S.A.

The Bank of Nova Scotia Benque Générale du Luxembourg S.A. Banque de Neuflize, Schlumberger, Mallet Bayerische Hypotheken- und Wechsel-Bank Bayerische Landesbank Girozentrale

Berliner Bank Chemical Bank International Group Citicorp Investment Bank

Berliner Handels- und Frankfurter Bank Commerzbank Crédit Commercial de France Crédit Lyonnais Crédit du Nord Dai-Ichi Kangyo International Deutsche Girozentrale Dominion Securities Pitfield First Chicago Deutsche Bank Capital Markets Generale Bank Girozentrale und Bank der Österreichischen Sparkassen Fuji International Finance Great Pacific Capital S.A. Goldman Sachs International Corp. Hambros Bank Limited Hessische Landesbank

Lévesque, Beaubien Inc McLeod Young Weir International Manufacturers Hanover Hill Samuel & Co. Merck, Finck & Co. Mitsubishi Finance International Samuel Montagu & Co. Morgan Guaranty Ltd Nederlandse Credietbank NV Norddeutsche Landesbank Sal. Oppenheim jr. & Cie Österreichische Landerbank

PK Christiania Bank (UK) Ltd. N.M. Rothschild & Sons Sanwa International J. Henry Schroder Wagg & Co. Schweizerischer Hypotheken- und Handelsbank Smith Barney. Harris Upham & Co. Société Générale Standard Chartered Merchant Bank Toronto Dominion International

Westfalenbank S. C. Warburg & Co. Ltd. Vereins- und Westbank

Yasuda Trust Europe

Schoeller & Co.

February 1986



THE KORER DEVELOPMENT BRINK

(Incorporated with limited liability in the Republic of Korea)

US\$100,000,000

Floating Rate Notes due 2001

BA Asja Limited

Chase investment Bank

First Chicago Asia Merchant Bank Ltd.

BOT International (H K) Limited Dal-Ichi Kangyo Finance (Hong Kong) Ltd DB Capitel Markets (Asia) Limited Kyows Finance (Hong Kong) Limited Masubahi Finance (Horti Kond) Limited lanura international Linuad

Chemical Book International Group Dawa Overseas Finance Limited Full International Finance (HIV) Limited Milisubishi Trust Firance (Asia) Limbi tional (Hong Kong) Lemited

Chicorp International Limited Denia Securities (H.K.) Limited Korea Associated Securities Inc. lacturers Hanover Asia Limited Mitsui Finance Asia Limited siralis Finance (Asia) Limited mai Finance Limited

Tawo Kobe France Honologic Limited pication has been made for the Moles, in bears from in the denomination of US\$250,000 and US\$10,000 constituting the above insure to be admitted to the coal List by the Council of the Stock Euchange, subject to the above of the Temporary Cicles Mole. Subvest will be payable to montals in minister of Audust I february, committeing in Appaid 1986

The First National Bank of Chicago



The Pillsbury Company

US \$100,000,000 ... Revolving/Term Credit Facility

Lead Managed and Arranged by . . .

Provided by

Banque Nationale de Paris, Chicago Branch Deutsche Bank AG, New York Branch Dresdner Bank AG, Chicago Branch. The Industrial Bank of Japan Trust Company National Westminster Bank Group The Royal Bank of Canada Group **Swiss Bank Corporation**

Banque Générale du Luxembourg Société Anonyme

Banque Paribas (Luxembourg) S.A.

Crédit Lyonnais

Crédit Européen S.A.

Luxembourg

Banque Indosuez

Banque UCL Société Anonyme, Luxembourg

January 30, 1986

ORION ROYAL BANK LIMITED er of The Royal Bank of Canada Group

All these Bonds have been sold. This announcement appears as a matter of record only.

EUROPEAN INVESTMENT BANK

Luxembourg Francs 1,000,000,000

8%% Bonds 1986-1993

Kredietbank S.A. Luxembourgeoise

Caisse d'Epargne de l'Etat

INTERNATIONAL COMPANIES AND FINANCE

back by rail decline

BY ROBERT GIBBENS IN MONTREAL

well as for 1985 as a whole.

Net profits for the full year were heavy debt costs.

CS246m (USS176m), or CS1.11 a The steel subsidiaries did better. year earlier, and in the fourth quar- ations on the North Atlantic. ter C550m against C5116m as reported in brief yesterday. A change
in accounting for investment tax
credits reduced 1985 earnings by
company and now reports on a concredits reduced 1985 earnings by
company and now reports on a concredits reduced 1985 earnings by

CP Rail's decline was mainly be-ries. cause of lower export grain move-

1985 \$ 157.9cr 17.85m 10.73

1985-86 1984-85 \$ 397.Am 11.5m 0.95

1985

388.6m 22.9m 0.54

1985

4.24bn 167.4m 6.20

1985

2.3m

13.8m 0.37

More N. American results on Page 37

1984

4.1m 0.13

1984

1984 \$ 1,45n 68,5m 0,62

DECLINES in rail operations, min-mainly Cominco and subsidiaries, ing and metals and forest products suffered from low world commodity brought lower earnings at Canadi- prices, while the large forest prodan Pacific for the fourth quarter as ucts subsidiaries were depressed by low prices for pulp and paper and

share, against C\$376.9m or C\$1.75, a as did CP's container shipping oper-

company with operating subidia-

Restructuring of debt by sor ments, although movement of major resource subsidiaries has several other commodities also been under way since mid-1985 and weakened. The US subsidiary, Soo is expected to be completed this Line, had depressed results because year. Most analysts are forecasting of lower traffic and the interest a recovery for 1986, especially if burden for acquisition of the Milcommodity prices improve and ex-

wankee Road early last year.

CP Air had good traffic growth,
but costs in airline operations were

CP Air wing are expected to merge shortly with Canadian National

U.S. OUARTERLY RESULTS NOTICE TO HOLDERS OF

ITO-YOKADO CO., LTD.

51, Convertible Debentures Due August 31, 1996

Pursuant to Section 2.05 of the Company's Indentures dated as of July 1.1978 and July 1.1981. re-pectively, relating to the above-mentioned Debentures, store a hereby given as follows:

1. Un February 7, 1986 the Board of Directors of the Company resolved to make a free distribution of shares of its Common Stock to shareholders of ected as of February 28, 1986 in Japon, at the rate of 1 new share for each 10 shares held.

2. Accordingly, the conversion prices at which the above-mentioned Debentures may be converted into shares of Common Stock of the Company will be adjusted effective as of March 1.1986, Japan Time The conversion prices in effect before such adjusted effective as of March 1.1986, Japan Time Debentures Due August 31, 1993 and Ven 835 50 for the 51% Convertible Debentures Due August 31, 1993 and Yen 835 50 for the 54% Convertible Debentures Due August 31, 1993 and Yen 739 50 for the 51% Convertible Debentures Dee August 31, 1993 and Yen 739 50 for the 51% Convertible Debentures Due August 31, 1993 and Yen 739 50 for the 51% Convertible Debentures Due August 31, 1993 and Yen 739 50 for the 51% Convertible Debentures Due August 31, 1993 and Yen 739 50 for the 51% Convertible Debentures Due August 31, 1993 and Yen 739 50 for the 51% Convertible Debentures Due August 31, 1993 and Yen 739 50 for the 51% Convertible Debentures Due August 31, 1993 and Yen 739 50 for the 51% Convertible Debentures Due August 31, 1993 and Yen 739 50 for the 51% Convertible Debentures Due August 31, 1993 and Yen 739 50 for the 51% Convertible Debentures Due August 31, 1993 and Yen 739 50 for the 51% Convertible Debentures Due August 31, 1993 and Yen 739 50 for the 51% Convertible Debentures Debenture

ITO-YOKADO CO., LTD. Dated: February 12, 1986

NOTICE TO HOLDERS OF

ITO-YOKADO CO., LTD. 6% Per Cent Currency Linked/ U.S. Dollar Payable Convertible Bonds Due 1991

Pursuant to Clause 7: B) of the Company's Trus Deed dated as of 26th March, 1981 relating to the above-mentioned Bunds, natice is hereby given as

staires held.

2. Accordingly, the conversion price at which the above-mentioned Bonds may be converted into shares of Common Stock of the Company will be adjusted effective as of March I. 1986, Japan Time The conversion price in effect before such adjustment is Yen 906 Super share of Common Stock, and the admirated price will be admirated.

Dated February 12, 1986

FIRST **PACIFIC**

Canadian Pacific held Allen raises Conrail bid to \$1.8bn

BY TERRY DODSWORTH IN NEW YORK

vestment bank, has launched an eleventh-hour bid for Conrail, the government-owned railway network scheduled for disposal to the Morfolk Scuthars arithment and the restaurance of equity securities co-managed by siting last year by Mrs Elizabeth siting last year by Mrs Elizabeth Scuthars arithment and the securities co-managed by siting last year by Mrs Elizabeth Scuthars arithment and the securities co-managed by siting last year by Mrs Elizabeth Scuthars arithment and the securities co-managed by siting last year by Mrs Elizabeth Scuthars arithment and the securities co-managed by siting last year by Mrs Elizabeth Scuthars arithment and the securities co-managed by siting last year by Mrs Elizabeth Scuthars arithment and the securities co-managed by siting last year by Mrs Elizabeth Scuthars are securities co-managed by siting last year by Mrs Elizabeth Scuthars are securities co-managed by siting last year by Mrs Elizabeth Scuthars are securities co-managed by siting last year by Mrs Elizabeth Scuthars are securities co-managed by siting last year by Mrs Elizabeth Scuthars are securities co-managed by siting last year by Mrs Elizabeth Scuthars are securities co-managed by siting last year by Mrs Elizabeth Scuthars are securities co-managed by siting last year by Mrs Elizabeth Scuthars are securities of the securities co-managed by siting last year by Mrs Elizabeth Scuthars are securities of the securities co-managed by siting last year by Mrs Elizabeth Scuthars are securities of the securities co-managed by siting last year by Mrs Elizabeth Scuthars are securities of the securities co-managed by siting last year by Mrs Elizabeth Scuthars are securities of the securities of

ALLEN, the private New York in-month. Allen said it would finance mains in the leading position to

Norfolk Southern railway group.

The \$1.8bn offer easily exceeds the \$1.2bn bid from Norfolk Southern, and also tops a \$1.4bn proposal by a group led by Morgan Stanley, the New York investment bank, last the Norfolk Southern still respectively. Southern still respectively. The Norfolk Southern still respectively. The Norfolk Southern still respectively.

tary, on the ground that Conrail

First Pacific Holdings Limited

Annual Results (unaudited)

for the year ended 31 December, 1985

Highlights
Consolidated earnings increased by 40.9 percent to US\$8.626 million (FIK\$67.283 million) compared with US\$6.119 million (HK\$47.728 million) in 1984.

Earnings per share increased by 34.6 percent to US4.63 cents (HK36.11 cents) and net assets per share increased by 4.1 percent to US78.2 cents (HK609.96 cents). Total assets increased by 16.2 percent to over US\$1.5 billion (HK\$12.05 billion) at year end, funded by an increase of 28.8 percent in core deposits to US\$1.1 billion (HK\$8.55 billion).

In May 1985, First Pacific Trade Services Limited, a trade confirming house, was opened in London and in August, a controlling interest in First Pacific Capital Corporation, a Philippine based merchant

Final dividend declared of US1.29 cents (HK10.06 cents) per ordinary share.

	•			
Consolidated Results	1985 US\$*000	1984 US\$'000	1985 HK\$*000 ¹	1984 HK\$ 000
Total financial and other income	168,527	151,750	1,314,510	1,183,650
Profit before taxation Taxation	9,749 1,123	6,629 390	76,042 8,759	51,706 3,042
Profit after taxation Minority interests	8,626 —	6,239 120	67,283	48,664 936
Net profit	8,626	6,119	67,283	47,728
Total assets Shareholders' equity	1,544,980 149,114	1,329,992 142,123	12,050,844 1,163,089	10,373,938 2,108,559
Per share data	US cents	US cents	HK, cents	HK cents
Earnings — fully diluted Proposed final dividend Net asset value	4.63 1.29 78.2	3,44 3,846 75.1	36.11 10.06 609.96	26.83 30.00 585.78

Notes: ¹ First Pacific Holdings Limited reports its financial results in US dollars. The Hong Kong dollar figures are supplied for comparative purposes only.

Based on the consolutated net assets as at 31 December reduced by US\$2.516 million (HK\$19.625 million) being the value of the Shanghai properties, divided by the total number of ordinary and deferred ordinary shares in issue on that date.

Commercial Banking

The contribution to net profits from commercial banking activities increased from US\$4.065 million (HK\$31.707 million) in 1984 to US\$8.148 million (HK\$30.554 million) for the year. This was due to increased profits of The Hibernia Bank, the Group's principal subsidiary. The Bank benefited in the second half-year from new product introductions, particularly from the deposit side liquidity generated by its Premium Money Market Account. This promotion generated average deposits of US\$322 million for the year. The Bank also realized significant gains from securities transactions.

Approval was obtained from the United States regulatory authorities for the opening of a Hibernia deposit-taking company in Hong Kong in 1986.

Merchant Banking
First Pacific Limited increased its contribution to net profits from US\$1.39 million (HK\$10.84 million) in 1984 to US\$1.70 million (HK\$13.26 million) in 1985. Merchant banking fees billed during the year increased due to an increase in the number and size of projects completed.

First Pacific-Trade Services Limited (FPTS), a London based confirming house specialising in international trade finance and related services, commenced business in May 1985. For the eight months ended 31 December 1985 FPTS reported a small loss but is expected to contribute to profits in 1986.

By Order of the Board Manuel V. Pangilinan Managing Director

s issued in compliance with the requirements of the Council of The Stock Exchange. It do an offer of, or invitation to the public to subscribe for or to purchase, any securities.

HYDRO-QUÉBEC

¥ 10,000,000,000

6i per cent. Debentures, Series GE, Due 28th February, 1994 Unconditionally guaranteed as to payment of principal and interest by

Province de Québec -Issue Price 101¦ per cent.

The following have agreed to subscribe or procure subscribers for the Debentures:

Yamaichi International (Europe) Limited Bank of Tokyo International Limited Algemene Bank Nederland N.V. Banque Paribas Capital Markets Limited

Citicorp Investment Bank Limited Crédit Lyonnais

IB] International Limited Merrill Lynch International & Co. Mitsui Trust Bank (Europe) S.A.

Nippon Credit International (Hong Kong) Limited Swiss Bank Corporation International Limited

Union Bank of Switzerland (Securities) Limited Wood Gundy Inc.

Morgan Guaranty Ltd Credit Suisse First Boston Limited Banque Bruxelles Lambert S.A. CIBC Limited County Bank Limited

Fuji International Finance Limited LTCB International Limited Mitsubishi Trust & Banking Corporation (Europe) S.A.

The Nikko Securities Co., (Europe) Ltd. Saitama Bank (Europs) S.A.

Takugin International Bank (Europe) S.A. S. G. Warburg & Co. Ltd. Yasuda Trust Europe Limited

Application has been made for the Debentures, in bearer form in the denomination of ¥1,000,000 each, constituting the above issue to be admitted to the Official List by the Council of The Stock Exchange, subject only to the issue of the temporary global Debenture. Interest will be payable annually in arrears on 28th February in each year. The first interest payment will be due on 28th February, 1987. Particulars of the Debentures and the Issuer are available in the statistical services of Extel Statistical Services Limited. Copies of the listing particulars relating to the Debentures may be obtained in the form of an Extel Card during usual business hours on any wenday (Saturdays and public holidays excepted) from the Company Announcements Office of the Quotations Department of The Stock Exchange, Throgmorton Street, London, EC2P 2BT, up to and including 14th February, 1986 or during usual business hours on any weekday (Saturdays and public holidays excepted) at the addresses shown below up to and including 26th February, 1986:—

1 Finabury Avenue, London EC2M 2PA

Bankers Trust Company, Dashwood House,

12th February, 1986

69 Old Broad Street London EC2P 2EE

Phillips & Drew, 120 Moorgate, London EC2M 6XP

Banque Internationale à Luxembourg

Crédit Industriel d'Alsace et de Lorraine

Société Européenne de Banque S.A.

Société Générale Alsacienne de Banque Luxembourg

Banque Nationale de Paris (Luxembourg) S.A.

INTL. COMPANIES & FINANCE

Liberty Life plans R250m rights

nited

The second second

1.0

.

1.5

Tropy

were the

100

2.2

ានបក្សាធានី 🚉

त्र ५ व्यवस्थानुस्य १५ क व्यवस्थितु

2 V.H

ran George · or Markey Lincol . .. in Landon !! CHRE LINE enil Mank lingh فالمتعنز أغتنك

Service and Service

THE PERSON

فتأليبهم فأرواع

nek tungered

THE FEMALES

50 mar 5 50 100 100

is form link

. 11 × 12

es espany

LIBERTY LIFE, South Africa's American Corporation in acquiring a controlling interest company, is to raise about R250m (\$114.6m) by means of a rights issue of preferred shares. Holders of Liberty's ordinary and redeemable preference shares will be offered 15 new preferred ordinary shares for every 100 shares they hold. The issue price will be decided on March 19.

During the past three years Liberty has been particularly busy acquiring what it describes as strategic investments. In 1983 it participated with various companies controlled by Angio

Stanbic increases pre-tax profit by 18.8%

BY OUR JOHANNESBURG CORRESPONDENT

Operating profits increased to R2.25bn (\$1.03bn) from R1.76bn, before a rise in in
R2.45bn (\$1.03bn) from against R14.79bn at the end of 1984, while total advances were terest payments to R2bn from R16.02bn against R13.18bn.

R210.4m.

STANDARD BANK Investment R1.55bn. Trading profits inCorporation (Stanbic), South creased to R472m from R222.6m
Africa's second largest banking and the provision against these
group, increased pre-tax profits for bad and doubtful debt
by 18.8 per cent in 1985, even charges was raised to R222m
though management all but from R112.2m. As a result; prethough management all but from R112.2m. As a result; predoubled the bad debts provision

[R210.4m]

Dr Conrad Strauss, Stanbic's likely economic trends in South
chairman, said he remained Africa and that this was one of
the reasons for the bank's
cautious on immediate prospects cautious approach to bad debt
emergence from its worst recession since the Second World
of bad debts was equivalent to
the remained Africa and that this was one of
the reasons for the bank's
emergence from its worst recession. Negative real interest 1.37 per cent of Stanbic's direct
the reasons for the bank's
emergence from its worst recession since the Second World

Well and the provision against these the reasons for the bank's
emergence from its worst recession since the Second World

R210.4m

R220.4m cautious on immediate prospects
despite South Africa's apparent
emergence from its worst recession since the Second World
Negative real interest
Negative real interest
Negative real interest
Negative real interest rates were unhealthy and could not be allowed to persist for long without damaging savings,

Earnings per share increased Earnings per share increased to 233 cents from 220 cents and

be added.

Dr Strauss said it was extremely difficult to predict raised to 71 cents from 62 cents.

Chang wins Promet control

THE FIGHT for control of Pro- man, were friends during their

THE FIGHT for control of Promet, the Malaysian oilrig and construction group, has been settled with Tan Sri Ibrahim Mohamed resigning as executive chairman to take on a new role as adviser to the group.

His resignation means that full control is now in the hands of Datuk Brian Chang, the managing director, whose family holds between 30 and 40 per stake in Selangor Properties (ent of Promet.

Tan Sri Ibrahim, a Malaysian businessman who is a close associate of Dr Mahathir Mohamed, the Prime Minister, and Datuk Chang, a Singaporean

Malaysian KFC takeover

vestment group, has reached a consistently ranked among the deal to take over the Kentucky Fried Chicken operations in Malaysia from Mr Loo Cheng over.

Ghee, the controversial businessman, for 75m ringgit (\$30.5m).

The sale means that Mr Loo has unwound his last substantial business in Malaysia and Size the controversial business in Malaysia and Size the control of the control

purchase last year of a majority stake in Kentucky Fried Chicken (Singapore), also from

twice that of Singapore. T wo of

INNOVEST, the Malaysian in- the 41 outlets in Malaysia have

The acquisition follows its

Mr Loo, who was largely responsible for popularising the fast-food business in Malaysia into Promet.

Last month, two shareholders, believed to be Datuk Chang's supporters, requisitioned an extraordinary general meeting to remove Tan Sri Ibrahim as although volume is more than the interest of the support of the suppor

Fletcher Challenge to lift payout

By Gordon Cramb

FLETCHER CHALLENGE, the forestry and farming group which in sales terms is New Zealand's biggest company, expects to increase its dividend for the year to June by an effective 25.2 per cent.

The cd'm pany yesterday announced a maintained interim payout of 10.5 cents a share on capital boosted by a one-for-three scrip issue made last year. In addition, it plans a further one-for-five bonus issue at the end of this month, which will ualify for the final divide This distribution, due in

November, is expected also to be held at 12.5 cents a share, thus increasing by just over a quarter the payment to Fletcher shareholders of more than a year's standing.

Sir Ronald Trotter, the chair-man, said the dividend announcement was intended as a "clear and unequivocal" signal of the board's confident out-look. But he declined to make any specific profit forecast ahead of the release of the interim results, due in mid-March.

Since last November—when Sir Ronald warned that Fletcher would have difficulty in matching the 1984-85 net profits of NZ\$180.9m (US\$98m)—t he group has been acting to rationalise its businesses. It has sold two flancial services units and ause its businesses. It has sold two financial services units and, on Monday, announced a NZ\$26.5m deal under which British Petroleum and NZ Industrial Gases are to take over its liquid petroleum gas interests.

On the Wellington Stock Exchange, Fletcher shares jumped 18 cents yesterday to jumped 18 cents yesterday to NZ\$3.70, for a two-day rise of 30 cents. Fletcher in recent months has, however, been eclipsed by Brierley Investments as market leader in capitalisation—suggested by analysts as one factor behind the more vigorous approach detected in the group.

International Securities Clearing Corporation

A Subsidiary of National Securities Clearing Corporation

In conjunction with the establishment of our company, we take great pleasure in announcing the following elections:

David M. Kelly

Chief Executive Officer 'etional Securities Clearing Corporation

John L. Kinnaman

Chief Operating Officer Lernational Securities

Clearing Corporation

Gerard P. Lynch

Managing Director Morgan Stanley & Co.

President and

President and

Board of Directors

Joseph Anastasio Vice President Salomon Brothers Inc

Nicola L. Caporale General Partner Goldman, Sachs & Co.

Managing Partner LaBranche & Co. C. Richard Justice Executive Vice President

Joseph L. Gitterman, III

Christopher Keith

Senior Vice President New York Stock Exchange, Inc.

Bernard L. Madoff Proprietor
Bernard L. Madoff

Incorporated

Ralph M. Mastrangelo Senior Vice President Morgan Guaranty Trust Company of New York

C. Robert P. Meyjes Senior Vice President Citibank, N.A.

Michael T. Reddy Senior Vice President Merrill Lynch, Pierce,

Fenton R. Talbott Managing Director
The First Boston Corporation

Stephen L. Williams Senior Vice President American Stock Exchange, Inc.

Officers

Gerard P. Lynch Chairman of the Board

David M. Kelly Vice Chairman of the Board and Chief Executive Officer John L. Kinnaman President and Chief Operating Officer Robert J. Woldow

Secretary and General Counsel

Richard W. Myers Senior Vice President

55 Water Street, New York, NY 10041 ● (212) 510-0400 ● Telex 5106001991 NSCC NYK

We are pleased to announce the following appointments:

Managing Director

HANS W. BÖLSTERLI Geneva

MORTON E. WISE London

Principal

HANS AMMANN

ALAN V. JANOVER New York 1-

WERNER KAESER

KURT L. BÜCHEL -Vaduz

DOUGLAS D. COY London

MARK E. SOHN London

EDGAR J. SWAAB London

Senior Vice President SEAN P. D'URBAN JACKSON

LYNN VAN HAREN-New York

MAURICE MULLER

GRAHAM L. WALKER London

Geneva PHILIPPE GIVEL

> Geneva Vice President

RENAUD DE FOESTRAETS

RUTH GITLIN London

MICHAEL D. MURPHY London



L.F. ROTHSCHILD, UNTERBERG, TOWBIN, INC.

New York, Boston, Chicago, San Francisco

London, Geneva, Lugano, Vaduz, Zurich

All of these securities having been sold, this announcement appears as a matter of record only.

3,000,000 Shares

Common Stock

Shearson Lehman Brothers Inc.

L. F. Rothschild, Unterberg, Towbin, Inc.

Merrill Lynch Capital Markets

Kidder, Peabody & Co. Alex. Brown & Sons

Montgomery Securities

January, 1986

Dillon, Read & Co. Inc.

The First Boston Corporation Bear, Stearns & Co. Inc.

Hambrecht & Quist

Goldman, Sachs & Co. E. F. Hutton & Company Inc. Lazard Frères & Co.

Salomon Brothers Inc Dean Witter Reynolds Inc.

ABD Securities Corporation

Morgan Stanley & Co. Robertson, Colman & Stephens Smith Barney, Harris Upham & Co. Wertheim & Co., Inc. Cowen & Co. Sutro & Co.

Eberstadt Fleming Inc. Cazenove Inc. Hoare Govett Limited Kleinwort, Benson

Arnhold and S. Bleichroeder, Inc. **EuroPartners Securities Corporation** Swiss Bank Corporation International

D-MARK-BAER • JULIUS BAER D-MARK BOND FUND LTD. **GRAND CAYMAN**

DIVIDEND ANNOUNCEMENT

On 5th February, 1986 the Directors declared a dividend of D-Mark 20.00 per share payable on 14th March, 1986 on all Participating Shares then in issue.

Holders of bearer shares should present coupon No. 1 on or after 14th March, 1986 at the office of the Administrator Julius Baer Bank and Trust Company Limited, Butterfield House, Grand Cayman, B.W.I., or at the main office of the Agent, Bank Julius Baer & Co. Ltd., Bahnhofstrasse 36, 8001 Zurich, Switzerland.

By order of the Board

February 6, 1986

D-Mark-Baer, Julius Baer D-Mark Bond Fund Ltd.

DOLLAR-BAER-JULIUS BAER U.S. DOLLAR BOND FUND LTD. **GRAND CAYMAN**

DIVIDEND ANNOUNCEMENT

On 5th February, 1986 the Directors declared a dividend of US-Dollars 30.00 per share payable on 14th March, 1986

on all Participating Shares then in issue. Holders of bearer shares should present coupon No. 1 on or after 14th March, 1986 at the office of the Administrator Julius Baer Bank and Trust Company Limited, Butterfield House, Grand Cayman, B.W.I., or at the main office of the Agent, Bank Julius Baer & Co. Ltd., Bahnhofstrasse 36, 8001 Zurich, Switzerland.

By order of the Board

February 6, 1986

Dollar-Baer, Julius Baer U.S. Dollar Bond Fund Ltd.

Bankers Trust International Capital N.V. (Incorporated in the Netherlands Antilles) U.S.\$200,000,000



Guaranteed Floating Rate Subordinated Notes Due 1996 For the three months
13th February, 1986 to 13th May, 1986
the Notes will carry an interest rate of 81/s per cent
per annum and interest payable on the relevant
interest payment date 13th May, 1986 will be
US\$202.41 per US\$10,000 note.

SEK low-cost bond stuns market

to give a cost of funds of more by SEK and Bankers Trust.
than 200 basis points below Otherwise the market was
the level which could be quiet again yesterday though achieved through a standard prices rose following the swap transaction. Other borrowers will undoubtedly want to follow SEK's example to prices gained up to 1 point, obtain such cheap funds.

while new issues lagged the rise standard prices gained up to 1 point, while new issues lagged the rise standard prices.

The bond issue is if anything as syndicate managers sold tors. The terms on the \$200m five-year issue were set at a \$8\frac{1}{2}\$ per cent coupon and \$100\frac{1}{2}\$ in the D-Mark market with a bond-and-equity-warrants packissue price by Bankers Trust age. The package was priced International. With fees of \$1\frac{1}{2}\$ at \$120\$ and traded around \$130\$. per cent the yield was \$39\$ basis The DM \$710m\$ issue comprises points above US Treasury bonds, a wider spread than SEK usually offers, and the issue bond traded around \$100\frac{1}{2}\$ to investors. generous in the yield to investors. The terms on the \$200m

Deutsche Bank ha per cent the yield was 39 basis. The DM 710m issue comprises points above US Treasury 10-year bonds paying a 64 per bonds, a wider spread than SEK cent coupon. Each DM 5,000 usually offers, and the issue bond carries two warrants to was trading inside the fees. Bank shares at a price of would normally give a swap of about 20 or 30 basis points. DM 793, slightly below the DM 793 to their their

doubt wanting to repeat the The West German market was performance for other bor-quiet otherwise with the rowers, though there appears to carnival celebrations continbe no risk to it or SEK. The uing Prices were little changed swap seems to involve a comin low turnover. plex series of transactions In the Swiss franc foreign yen but fixed to the yen/dollar using the "forward" swap mar- bond market volume was exchange rate, for a Y20bn deal

SWEDISH Export Credit ket, which SEK says is a new (SEK) stunned the Eurodollar technique in the markets adding bond market yesterday with a an extra dimension to swaps.

through the SFr2 to the dollar rate.
Generale Occidentale's new

SFr 125m 10-year issue ended its first day's trading at 981 compared to its 991 issue price.
The coupon is 51 per cent.
Nisshin Steel is raising
SFr150m with a seven-year this market since last summer. Citicorp Bank (Switzerland) led the issue which pays a coupon of only five basis points above six-month Libor for Swiss francs. This is the lowest margin yet seen in this market, though

the return to investors is still generous compared with the Eurodollar sector, thanks to fees to co-managers of 1; per the terms for Societe Cofiroute's about 20 or 30 basis points below Libor.

Other syndicate managers gaped in disbelief at the news of the swap and were eager to find out how it had been worked. Bankers Trust was keeping the details secret, no doubt wanting to repeat the performance for other bars.

Deutsche Bank is the sole and increase from SFr 100m to SFr 140m for Inco's 10-year issue at a 5; the terms for Societe Cofronte's SFr 125m 10-year issue at a 5; per cent coupon and par issue price, a higher price than the indicated 99; Soditic amounced an increase from SFr 100m to SFr 140m for Inco's 10-year issue which was priced at a 5; the terms for Societe Cofronte's SFr 125m 10-year issue at a 5; per cent coupon and par issue price, a higher price than the indicated 99; Soditic amounced increase from SFr 100m to SFr 140m for Inco's 10-year issue at a 5; per cent coupon and 100; issue which was priced at a 5; per cent coupon and 100; issue which was priced at a 5; per cent coupon and 100; issue which was priced at a 5; per cent coupon and par issue at a 5; per cent coupon and par issue price, a higher price than the indicated 99; Soditic amounced indicated 99; So

> Nomura International repeated its structure of a Euro-yen issue with redemption in

slightly higher and prices were for Amex Credit Corporation. up by as much as 1 point as The idea was used two weeks traders saw the dollar fall ago for Austria. The 10-year bonds pay a coupon of 8 per cent which compares with levels of around 6½ per cent on stan-dard Euroyen deals at present. The issue price is 101. Redemption will be at par if the exchange rate at maturity

is Y171.30. If the yen rises further than that, the redemption amount will be less and if the yen does not rise that far or falls, the redemption value will be greater. An exchange rate at maturity of Y152 to the dol-lar would give a yield to maturity of 61 per cent, the same as a normal Euroyen issue. Some investors prefer to take a higher running yield and are prepared to take the ex-change risk. In the Luxembourg franc pri-

vate placement market two deals are being arranged. Union Bank of Norway is raising LuxFr 300m through a six-year issue with a 9 per cent coupon and par issue price, led by Banque Paribas (Luxembourg). Euratom, the European community atomic energy authority, is also raising LuxFr 300m with a bond maturing in 1992 but with a 5.3-year average life. The coupon is 8% per cent and the issue price will be set today. Lead manager is Societe Generale Alsacienne de Banque.

Growing US interest in Australasian issues

BY PAUL TAYLOR IN NEW YORK

THE Antipodes appear to have interest in the US in non-dollar of their high yields," says Mr become particularly fascinating investment vehicles. Mr Nichoto the US credit markets in recent weeks. Since late January eight Australian dollar denominated US issues have the beginning of this year the issuance of non-been launched totaling A\$975m dollar bonds in the domestic US\$891m) together with the (US\$691m) together with the US market has rivalled that of New Zealand dollar de-dollar-denominated Yankee nominated "Kiwi" bond. bonds and is at an unprece-

Security Pacific, the Los Angeles-based banking group, led the assault with an A\$175m

expected any day.

bonds and is at an unprece-dented level."

In late 1984 some traditional led the assault with an Abl/om issue of five-year floating-rate Economic Community (ELC) notes yielding 1 percentage began to offer non-dollar point less than the 90-day Australian bank bill rate sold into which were initially denominated under the property of the prope month.

In the wake of Sec Pac's investors eager to diversify the banks, the Commonwealth Bank of Australia and the US Student Loan Marketing Association (Sallie Mae) have followed snit with more offerings expected any day.

In the wake of Sec Pac's and the Japanese yet and were purchased by US investors eager to diversify the currency composition of their portfolios but who preferred domestic bonds to those issued in the Euro or foreign bond markets.

expected any day.

"In contrast the focus in From an investor perspective 1986 has shifted to Australiantheir success represents fur denominated issues which in-

The announcement appears as a matter of record only.

ECU 50,000,000

9 Per Cent. Notes Due 1991

Moët·Hennessy

Sargen.
The attractions for the US issuers are somewhat more com-plex. On the face of it, borrowbut 90-day money in Australia these days costs about 18.65 per cent, or almost 11 points above US commercial paper rates. So why would US issuers choose to borrow at these rate levels? A currency play might seem the obvious answer. The Australian dollar has fallen from around 82 cents to the dollar a year ago to a low of 66 cents just a few months ago but has firmed to around 71 cents recently—bolstered by the tight-money policies of the Australian central bank. But the US banks and other Austra-

lan dollar borrowers are not

speculating on a favourable

currency swing Instead they have engaged in a series of currency swaps which lock in both the exchange ther evidence of the growing vestors find attractive because rate and a lower borrowing

cost. The combination of Australian dollar borrowings and currency swaps has pro duced attractive cost of fund equations for the US borrowers. For example a typical Austra-lian dollar floating-rate note swapped into US dollars produces funds at rates 50 to 70 basis points below the London interbank Eurodollar offered rate. The Sallie Mai issue reportedly saved the agency about 25 basis points against a similar US dollar offering.

Short of another precipitous slide in the Australian dollar which could force US investors to unload their recent purchases — the only other major pro-blem appears to be what to call these new financing instruments. The issues pose a classification problem because, since foreign borrowers do not issue them, they are not strictly Yankee bonds. Among the suggestions so far is Salomon Brothers' SWOAA bonds - standing for "Still Working on an Acronym."

Takeovers boost profits

at Aga

By Kevin Done, Nordic Editor, in Stockholm

AGA, the Swedish industrial gas and refrigeration group, increased its profits last year by 45 per cent to SKr 910m (\$121m) from SKr 628m. in 1984, helped by the take-overs of Uddeholm and Tresor.

The group now plans to raise

The group now plans to raise its dividend from SKr 3.67 to SKr 4 a share for the year. It was exempt from the govern-ment's 1984 dividend freeze. Uddeholm, the tooling steel and power company, and Tresor accounted for SKr 150m of the increase.
The take-over of Uddeholm

has helped to strengthen the Aga group's finances and the company is significantly increas-ing the tempo of its capital investments. Investments in fixed assets exceeded SKr 1bn in 1985, com-

pared with SKr 711m in 1984, and Mr Marcus Storch, chief executive, said that capital expenditure could reach around SKr 1.5bn in 1986. The company has decided to build five atmospheric gas plants in Sweden. West Ger-many, France. Brazil and Colom-

many, rrance, brazit and coloni-bia. The group is still aiming to add some 15 per cent a year in the volume of its liquid gas capacity, which indicates a doubling of capacity every five Aga group turnover totalled

with SKr 5.6hn a year earlier, before the takeover of Tresor and Uddeholm.

In the new Aga group, the gas operations accounted for sales of SKr 4.68bn, the Frigos-

candia refrigeration operations for SKr 1.6bn, Uddeholm tool-ing steel and steel trading for SKr 2.4bn and power generation for SKr 1.1bn. for SKr LIDH.

Sales of the traditional gas
and refrigeration operations
rose by 12 per cent, while
profits after financial items

rose by 21 per cent. Aga's income per share—after full tax—is estimated at SKr 13 against SKr 11 in 1984 on a comparable basis.

Erbamont net up by 70% By Alan Friedman in Milan

ERBAMONT, THE pharmaceu ticals subsidiary of Italy's Montedison group which is listed on Wall Street, yesterday revealed a 70 per cent rise in its 1985 operating profit, to L241.6bn (\$149.3m). At the net profit level, the increase year-on-year was 41 per cent to L97.1bn (\$60m).

The improved performance

was due to increased prices, reductions in operating expenses and a favourable foreign exchange rate between dollars and Italian lire during part of last year. Erbamont is a world leader in anti-tumour a worig leader in anti-tumour drugs used in chemotherapy.

The company's 1985 consolidated revenues rose by 11 per cent to L1,286bn, white Erbamont's principal subsidiary in Italy—the 75 per cent owned Farmitalia Carlo Erba—regis tered a 1985 turnover of more than L1,000bn, up by 8 per cent. Erbamont earnings per share last year stood at L2.194, up from L1,555 per share in 1984.

DOMESTIC BOND MARKETS

Foreign buvers lift Frankfurt

GMAC IADB 9 IADB Kelloge Kelloge LTCB 1

YEN STRAIGHTS

Allied-Signal 64 93 Calses Nat. Tel. 64 92 Ford Motor Crd. 64 91 Mt. 8k. Denmark 7 92 Transamer, Fin. 62 91

PRICES OF public authority bonds ended a moderately active frankfurt bourse session as much as 30 pfennigs higher as foreigners flooded back on to the market although domestic investors remained sidelined due to the carnival celebrations.

The higher close of US gradity The higher close of US credit markets on Monday sparked off buying activity with the long end benefiting most strongly and short maturities also gain ing around five pfennigs.

Zurich quiet but higher

IN ZURICH, Swiss franc bonds closed slightly higher on rather low turnover. Traders had expected more buying as domestic market conditions improved. Thefirm Swiss franc, compared with the dollar and the pound, a low inflation rate and un-certainty in the stock market should help bonds prices to rise,

Amsterdam little changed

PRICES OF only a few Dutch government bonds were changed in slow trade. There was a marked absence of foreign investors and Dutch institutions, although flush with cash. have funnelled those funds into the local money as they await a new state issue. The government is not expected to come to the market with a new borrowing at least until the middle of next week. The recent 61 per cent issue dated 1986-96 was up 5 cents at mid-afternoon to yield about 6.79 per cent on its eight-year average life. Other state issues were mostly unchanged.

Hawley deal signals return to acquisition programme

announced a \$80m issue on the Euromarkets of preference shares convertible into common shares of the company, which is domiciled in Bermuda. The issue, which received a

favourable response in the mar-ket, follows hard on the heels of a \$100m bank credit facility syndicated in the Euromarkets last vear. It was interpreted in the City as signalling that Hawley will soon resume its acquisition programme.

Hawley, headed by Mr Michael Ashcroft, has grown headed by Mr rapidly over the past few years but has worried the City because it has financed its acquisitions with frequent share issues. There were also concerns about many apparently peri-pheral interests, the fact that it had several quoted sub-sidiaries, and about its account-

sidiaries, and about its accounting methods.

More recently, Hawley has ing shareholders, is of prefer-

HAWLEY GROUP, the service industry concern with interests selling off non-core interests in the UK and US, yesterday announced a \$80m issue on the (and issuing equity only to do Euromarkets of preference shares convertible into common halt to its run of US and UK shares of the company, which is domiciled in Bermuda.

Trada Variations

**Trada Var

Mr David Hammond, finance director, said yesterday: "It's a fair assumption that we're not raising money to finance exist-ing operations." The company would be looking for buying opportunities in both the UK and the US, he said, but had no specific targets in view. Its central businesses are cleaning, security services, home improvements and travel.

Hawley opted to tap the Euromarkets, he said, because it wanted to attract the widest

possible range of investors. It has already been attempting to increase the US-owned propor-tion of its equity, which has now reached about 15 per cent.

Led by Credit Sulsse First Boston, it is of 15-year prefer-ence shares with an expected dividend of 8½ to 8 per cent, convertible at a premium of 30 to 34 per cent above the market price on the day the terms are

fixed.

Investors may redeem the bonds in 1993 at a premium which will give them a yield to redemption at about one percentage point above the dividend yield. Hawley may require conversion if the market price exceeds 130 per cent of the conversion price. If all the preference shares were exercised, the resulting common shares would account for about 20 per cent of existing and 17 per cent of expanded equity.

OECD reports decline in international borrowing

BY PETER MONTAGNON, EUROMARKETS CORRESPONDENT

ional capital markets slipped in
January 1985, while note issuance facilities slipped to \$1.7bn
\$25.2bn in December and
\$21.8bn in January last year, acconditing to \$2.7bn and \$2.7bn cording to figures released yes-terday by the Organisation for Economic Co-operation and

enought to offset a smaller volume in syndicated Eurocredits and note issuance facilities. Bond market activity rose over the past year as market conditions have improved, allowing borrowers to refinance a higher volume of fixed rate issues as interest rates fell.

Electing rates path issues also \$13.70 in 1985 from \$3.70 in 1985

Floating rate note issues also rose to \$3.8bn in January from \$3.2bn in December But only \$2.9bn in syndicated loans were signed during Jan-\$16bn and suary, around \$2bn less than three years.

BORROWING IN the internat- December and \$4bn down on December.
The OECD reports that dollar - denominated issues totalled \$8.5bn in January, accounting for 62 per cent of

A surge in activity in international bond markets was not markets.

enought to offset a smaller In its report the OECD notes

Early repayments soared to \$18.7bn in 1985 from \$3.2bn in 1984, while the flow of scheduled repayments has remained constant at between \$16bn and \$17bn over the past

\$47bn raised by Drexel in 1985 By Our Euromarkets

DREXEL BURNHAM Lambert. the fast growing US investment banking house which specialises in so-called junk bond financing. capital markets last year.

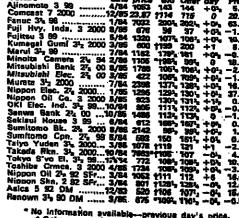
The company said it led 223 corporate financings in 1985 for a total of \$20,6hn, including \$13,3hn in the public market and \$7.3bn in private placements.

Drexel said it also financed approximately \$240n as manager or co-manager in municipal bond underwritings, an increase of more than 300 per cent over 1984 volume which put it in 10th place in the league table of lead managers of municipal

FT INTERNATIONAL BOND SERVICE

ed are the 200	latest	internatio	nal bon	ds for v	which there is an adequate secondary market. Closing prices on February 11
IOLLAR			Change of		Change on
UGHTS	lamed	Bid Offer			OTHER STRAIGHTS Issued Bid Offer day week Yield
					Barclays Att. 125 90 AS 50 525 935 -04 -04 14-81
/ 10% 92	100	103%, 104%			
c Credit 10% 90		105% 105%			Creditensials 12% 90 AS 50 97% 36% ~6% -6% 13.51 Papaico C. R. 13 90 AS 50 90% 100% +6% +6% 12.67
. Richheld 10% 00		1005, 1015			Swed, Ex. Cr. 13 88 AS 40 574 964 -04 -04 13.83
ralis Com. 11 95		1084, 1094,			Amer 10% 90 CS 80 190% 101% -1% -2% 10.40
ralia Com. 11½ 00		110 111			Canad. Pac. 105 90 C\$ 75 .1905 1014 +04 -05 18.08
apital 11½ 92 Sbell Soup 10½ 95		106's 106's 1			CIBC 104 90 C\$ 75 1994 1004 +04 +04 10.71
da 11½ 90		1087, 1094			Genster Fin. 114 95 C\$ 75 1034 184 +04 -04 11.06
disa Pac. 104 93		1041 1047			Montreal 112 95 CS 75 102 102 102 11.00
dian Pec. 1212 99		1101, 1101			Ryl. Trusteo 10% 90 CS 75 97% 97% -0% -0% 11.05
E 104 91		103', 104',			Sears Acc. 10% 92 CS 75 199% 100% -0% 0 10.57
ron USA 121 89	600		`a" -04		Coca-Cota F. 17 90 NS 75 1103 1042 +05 +1 15.61
10 88		102 1024			Kredtbk. Lux 17 88 NS 70 199 100 -0% 0 17.10
orp 10% 95	200	1021, 1021, .	+04 -04	70.79	Mordic 1. Bk. 18 88 MS 50 19812 3812 -01 -01 16.35
Cols 11% 91	100	1074 1074 -	-04 -05	9.92	Copenga. C. 9 95 Ecu 40 1967, 257 -07 -17 5.15
ark Kgdm, 114 89	100	1051 1061 -	+0% -0%	9.05	Eurolaet 9 93 Ecu 50 1991 1001 -01 +01 8.99
ark Kgdm. 11½ 90	100	1074 1074 -	+야노 ~야.	9.27	Walt Disnay 84, 94 Ecu 63 1951, 861, -01, +01, 8.84
ark Kgdm. 117, 92	100	1083, 7093, -			Honds WW 37 90 Fl 100 1051 1051 0 +01 2.68
0 95	225	1021, 103			Honda XW 32 80 Fl 200 91 912 0 0 8.38
P ₈ 90	350	1017, 102%	+02 -02	8.99	
04 94		1041 1041	+05 -05	9.49	
2 95	200	1134 1144			
lly 10% 92	150	1057, 1054, 4			
Lrd. Rity. 105 97	100	1024 1024 -			Amer 11 93 E
t Dev. Cpn. 10 90		1033, 1043, -			EIB 17% 93 E
Dep. Strs. 10% 95		103 - 104			GMAC UK F. 10'2 90 £ 30 97 57'2 -0'2 +0'4 11.31
Motor Crd. 10 ² 2 91	150	1031, 104 - 1051, 106 -	-04 -04 -04		Imp. Ch. Ind. 114 25 £ 75 974 984 +04 +1 11.60
Motor Crd. 11월 90		1095 1095			Imp. Ch. Ind. 104, 82 £ 76 954, 964, +04, +1 11 62
Motor Crd. 12 95 El. Cred. 10% 00		1031 1037			McDonalds 10, 90 E 40 98, 994 +04 +14 11.21
: 10% 89		1034 1044			Misbehl. F. HK 11 90 £ 50 984 984 +04 +1 11.37
10% 92	250	1031 1037	-00-	9.48	NSW Treasy. 10% 82 £ 50 96% 96% +0% +1 11.63
97, 95	200	102 1021	-05 -05	9.51	Rank Xerox 11 92 E 40 964 974 +04 +07 11.72
10 95	150	1057, 1067,			Royal Ind. 10%, 92 ፎ 60 ዓም _ራ ዓም _ራ +0%, +0%, +0%, 11,8%
ig Co. 10's 90		104% 105% 4			J. Sainsbury 10% 93 C 60 95% 96% +0% +1 11.73
g Co. 114 62		106% 107% -			Tricentrol XW 11 92 E 35 861 871 -01 -31 14.28
12% 91		1145 1155 4			Tathse. Forte 114 90 £ 50 974 974 6 +64 11.65
n Cr. Bk. 10% 95	150	105% 106% 4	-0° -0°	9.63	World Bank 11% 95 E 100 100 1002 +04 +14 11.19
ury Co. 104 93		1027, 1027, 4			COE 87, 95 LFr 600 1981, 99 -01 -01 8.06
& G 'A' 97, 52		1017, 1024, 1			N. Lux. Al. 101 92 LFr 600 11031 104 -01, -01, 9.68
Sealty S. 124 95		1114 1114 -			PLOATING RATE
s Airways 104 35		1064, 1054, 4			
c Hydro 115 92		108% 108% 4			
sld. Gvt. 104, 95	100	703% 104% d	-0' -0'	9.56	Abbey Netni. 5 2000 £ 01, 98,21 39,31 15/1 171. Anglia Bidg. 5, 5 98 £ 01, 99,62 39,70 14/4 711.
n Punna 11% 95		109% 110% +			
tchewan 10% 92	100 100	106% 106% + 106% 109% +	W - W	3.65	BECE 54 99
tchewan 71% 89 Iinavia Air 10% 95		1024 1024 -			BMP 54 95 0.06 101,23 101,33 10/1 8,69
1 10 90		1034 1034 4			BNP 54, 99 04, 100.10 100.20 22/3 84
les Tray, 11%, 90		1084 1084 4			Britannia 5 93 £ 64 99.60 99.68 9/4 114
Exp. Cred. 10 92		1034 1044			CCF 5% 97 G 99.38 99.48 E/A 9.6E
x. Cr. 123, 89 XW	100	108'- 109'- +	- O O-	9.67] Citicom 5 2005 Pa. 99.42 99.52 25/2 8.29
n 104 92	250	1045 1055 +	O's +0's	9.23	Citicorp 5 2035 9.225 98,77 98.87 27/1 8,23
n Kades 10% 90	200	2001 1001 I	.യ _ സ്	9 97 J	Credit Lyonnais 53, 96 03, 100 68 100 68 11/4 EL

	Abbey Netril 5 2000 £	03	99,21	39.31	15/1	17%
ĺ	Anglia Bldg. S. 5 98 £	O.	99.62		14/4	715
	Bankers Trust 5 2000	92	100.13	100.23	11/3	8.3
,	BFCE 54 99	Ø,	100.05	100.15	13/3	B3s
		0.06	101.23		10/1	
1	BNP 54 99	0,	100,10		22/3	85
i	Britannia 5 93 £	ō-5	99.60		8/4	1114
ı	CCF 54 97	ŏ	99.33		5/4	8.0
1	Citicorp 5 2005	Ō~	99.42		25/2	
	Citicorp 5 2035	ì.22S	98.77		27/1	
	Credit Lyonnais 5% 96	04	100.58		11/4	
	Credit Lyonnals 5 2000	œ,	100.11		10/1	7.9
	EEC 5 90	<u> </u>	89.72		3/7	
	ENEL 5 2000	0.	39.53			
	Ireland 5% 97	Ŏ.			1/3	
	Uoyda Bank Perp	₩.	700.13		28/2	
	Midland Bk. Perp. 5	04	199.16		9/6	8\ 8\
	NetWest Perp. A	\$0°-	100.15		19/6	
		50 7.			9/7	8.3
	Prudential Cpn. 4 95 £	0.1	100.11			87
	R. Bk. Scotland & Perp	04	89.31		5/3	11.7
	R. Bk. Scot. 54 2005 £	0.4	99.99		11/6	3.4
	Societe Generale 5 97	274	99.11		4/2	113
	United Kingdom 5 92	0,7			18/3	
	Wookedak E OE 6	<u>Q</u> .	99.95		7/7	2.0
	Woolwich 5 95 £	w	_ 99.42	99.50	19/2	71.6
	Average price chang		Ou gay	+0.03 04	n wk. ·	-0.02
	CONVERTIBLE	~	Cnv.			
		dete.	Chy.	***	Chg.	_
	Alinomoto 3 99		2002	Bid Offer 143 144	day	Pres
	Comcast 7 2000	9/95	70 07 4		+6,	
	Fanuc 3% 98	1/03	44,5/ T	776	. 0	20.5



© The Financial Times Ltd., 1988. Reproduction in whole or in part in any form not permitted without writted consent. Data supplied by DATASTREAM international

·	Chase Investment Bank	
	Banque Bruxelles Lambert S.A. Crédit Lyonnais	Banque Indosuez
	Algemene Bank Nederland N.V.	Banque Internationale à Luxembourg S.A.
	Banque Nationale de Paris	Banque Paribas Capital Markets Limited
	Credit Suisse First Boston Limited Dillon, Read Limited	Deutsche Bank Capital Markets Limited Generale Bank
	Kredietbank International Group	Lazard Frères et Cie
	Merrill Lynch Capital Markets	Morgan Grenfell & Co. Limited
	Morgan Stanley International	Nomura International Limited



Chase investment Bank

Company Notices

NOTICE OF PREPAYMENT



THE BANK OF YOKOHAMA LIMITED (Incorporated in Japan with Limited Liability)

> U.S.\$10,000,000 Floating Rate Certificate of Deposit

No. FRER 010001 -- 010020 issued on 31st March 1982 Maturity 31st March 1987 Callable in March 1986

Notice is hereby given in accordance with Clause 3 of the Certificates of Deposit (the "Certificates") that pursuant to Clause 3 of the Certificates The Bank of Yokohama Limited (the "Bank") will prepay all the outstanding Certificates on 27th March 1986 (the "Prepayment Date") at their principal amount. Payment of the principal amount together with accrued interest to the Prepayment Date will be made on the Prepayment Date against presentation and surrender of the Certificates at the London Granch of the Bank of Yokohama, 99 Bishopsgate,

London EC2M3XD. Interest will cease to accrue on the Certificates on the Prepayment date. By: Swiss Bank Corporation International Ltd.

Agent Bank & Yokohama Asia Limited

MOTICE TO HOLDERS OF EUROPEAN DEPOSITARY RECEIPTS (EDRs) IN NIPPON STINPAN CO., LTD

Further to our notice of September 20, 1985, EDR holders are informed that Nippon Shippan has paid a dividend to holders of record September 30, 1985. The cash dividend payable is Yen 4.25 per Common Stock of Yen 50.00 per share. Pursuant to the Terms and Cosditions the Depositary has converted the pot amount, after deduction of Japanese withholding taxes, into United States Dollers, EDR holders may now present Caupon No. 17 for payment to the undermentioned agents. Payment of the dividend with a 15% withholding tax is subject to receipt by the Depositary or the Agent of a valid affidavit of residence in a country having a tax treaty or agreement with Japan giving the benefit of the reduced withholding rate. Countries currently beving such arrangements are as follows:
A.R. of Egypt. F.R. of Germany Malaysia Singapore Australia Finland The Netherlands Spain France How Zaaland Sweden Bratil Hungary Norway Switzerland United Kingdom United Kingd \$47bn raise pi Diezel Continued

52.21 \$22.13

n 1985

20 Mg 12 Mg

And the second s

To the state of Fig.

TYICE

NOTICE TO HOLDERS OF ELROPEAN DEPOSITARY RECEIPTS (EDRs) #4 NOMURA SECURITIES CO., LTD

MOET-HENNESSY

Société Anonyme formed under French law. registered with the Registre du Commerce et des Sociétés in Paris (Paris B 775 670 417). Registered office: 30 avenue Hoche, 75008 PARIS. Share capital: 297,727,400 French francs.

7% Convertible Bonds due 1999 Notice to Bondholders

Notice is hereby given that, pursuant to a resolution adopted by the shareholders at a meeting held on 13 June 1985, the Board of Directors of Moet-Hennessy approved a transfer of FF49,621,200 new shares.

These shares will be distributed on the basis of I new share for every 5 shares outstanding on 31 December 1985.

Accordingly, the conversion rate of the 7% Convertible Bond due 1999 has been adjusted as provided by the terms and conditions of the prospectus.

The new conversion rate for each 7% Convertible Bond is 5.82 shares, effective on 1 January 1986.

NOTICE TO HOLDERS OF EUROPEAN DEPOSITARY RECEIPTS (EDR.) IN SHARP CORPORATION

SHARP CORPORATION

Further to pur notice of September 19, 1985, EDR holders are informed that Sharp has paid a dividend to bolders of record September 30, 1985. The cash dividend payable is Yen 5.5 per Common Stock of Yen 50.00 per share. Pursuant to the Terms and Conditions the Depositary has converted the net amount, after deduction of Japanese withholding taxes, into United States Dollars. EDR holders may now present Coupon No. 9 for payment to the dividend with a 15% withholding tax is subject to receipt by the Depositary or the Agent of a valid affidievit of residence is a country having a tax treaty or agreement with Japan giving the benefit of the reduced withholding rate. Countries currently having such arrangements are as follows:

AR. of Egypt: F.R. of Germany Malaysis
Australia Finland Selgium France New Zealand Sweden
Brazil Hungary Norway Sweden Sweden
Brazil Hungary Norway Sweden U.S. of America Canada
Czachoslovakia Ireland Rep. of Korea U.S. of America Denmark Italy Romania Zambia

February 12, 1986

Agent:
Citicorp Investment Bank
(Luxembourg) S.A.
15 Avanua Maria Theresa

MOTICE TO HOLDERS OF EUROPEAN DEPOSITARY RECEIPTS (EDRs) IN NIPPON SHEET GLASS CO., LTD

Further to our notice of September 19, 1985, EDR holders are informed that Nippon Sheet Glass has paid a dividend to holders of record September 20, 1985. The cash dividend payable is Yen 3 per Common Stock of Yen 50.00 per share. Pursuant to the Terms and Conditions the Depositary has converted the net amount, after deduction of Japanese withholding taxes, into United States Dollars. EDR holders may now present Coupon No. 9 for payment to the undermentioned agents, Payment of the dividend with a 15% withholding tax is subject to receipt by the Depositary or the Agent of a valid affident of residence in a country having a tax treaty or agreement with Japan giving the benefit of the reduced withholding rate. Countries cutrently having such arrangements are as follows:

A.R. of Egypt F.R. of Germany Malaysia Singapore Australia Finland The Netherlands Spain Selgium France Hew Zealand Sweden Sezil Hungsry Norway United Kingdom United Kingdo

holding tax will be deducted yable. The full rate of 20% imed after April 30, 1988, Dividend payable less 20% Japanese withholding tax

NOTICE TO HOLDERS OF EUROPEAN DEPOSITARY RECEIPTS (EDRA) IN MENEREA CO, LTD

MINEBEA CO, LTD

MINEBEA CO, LTD

BR holders are informed that Minebea has paid a dividend to holders of record September 30, 1355. The cash dividend payable is Yen 11.5 per Common Stock of Yes 50.00 per share, Pursuant to the Terms and Conditions the Depositistry has converted the set amount, after deduction of Japanese withholding taxes, into United States dollars. EDR holders may now present Coupon No. 5 for payment to the undermeationed agents. Payment of the dividend with a 15% withholding tax is subject to receipt by the Depositary or the Agent of a valid affidavit of residence in a country having a tax tracty or agreement with Japan giving the banefit of the reduced withholding rate. Countries currently having such arrangements are as follows:

February 12, 1986

Holidays and Travel

Barbados Check KUONI 3 brochure for "KUONI PLUS"
special offers. 2 weeks for price of 1,
weeks for price of 2, single savers and free
watersports. Prices from only £422 (0306) 885044 SEE YOUR TRAVEL AGENT OR WRITE TO KUOM TRAVEL, KUOM HOUSE, DORKING, SURREY

Cotts from: for Cab. ECOM.
Assished 2595 1550 749
Sydney 2595 1550 164
Sidney 2555 1554 558
Sidney 2555 1554 559
Shorp Kang 2005 1528 542
Roard the
World 2005 1569 745
ASSA ARDA. PATA MAR.

Villas

THE BEST VILLAS are in the Palmer and Parker blue book. Available in Algaree, Mathelia, South of France, USA and West Indies. Most turve staff, all have private pools and none are chap, Brotheries (049 481) 5413.

Clubs

DISCOUNTED FARES ALLIED AIR TRAYEL 29 Glasshouse Street London, W1

ndon, W1 - Tel: 01-734 6080 Telex: 29146 Regent G

Art Galleries

AGNEW GALLERY, 43, Did Bond St., WI, 01-629 6176. 113th ANNUAL WATER-COLOUR EXHIBITION. Until 21 Fe-MON-FIL 9.30-5.30, Thers. until 6.30. ALLANS HAND EMBROIDERED SILK PICTURES make the most deliphitul, different and inexpensive gifts. From as little as 62.50 univamed, Lower Ground floor, Allans Fambus Gift Shoop, 56-58. Duke Street, Grozevor Square, London SWIM 645. 9-6 Mon.-Fri. 9-1 Sat. CRANE KALMAN GALLERY, 178, Brown-mn Road, London, SWA, 01-384 7564 "Colour, colour, an anthology of paintings," until 1st March 1986, Mon.-Fri. 10 am-5 pm. Sect. 10 am-4 pm.

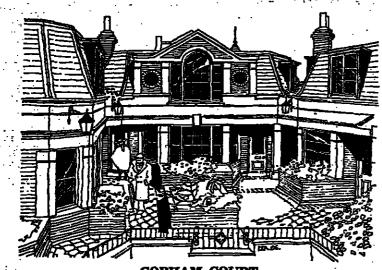
ORDER YOUR NEW YOLYO NOW Contest:
Ty: Hutten at Lee. Freegard
TEI: 01-286 6151
Lex Brookland

PERSONAL IMPORTS Save fffs, Most makes-All Cars R.H.D., factory built, U.K. Space. We insist on fully demiled written quotes or free

Residential Property.

An exciting new residential development by

THE GROSVENOR ESTATE



COBHAM COURT CHESTER CLOSE, BELGRAVIA, SW1

A unique complex of exclusive flats and houses arranged around a paved and planted courtyard between Chapel Street and Chester Street close to Belgrave Square. Two and three bedrooms. Fitted and finished to an extremely high standard. Superbly fitted kitchens and bathrooms. Garaging available. Lease 65 years: Prices from £275,000-£415,000. View by appointment.

George Trollope & Sons 13 Hobart Place London SW1W OHP

Telex: 929177 01-235 8099

JOHN D WOOD

John D. Wood & Co 35 Bruton Pisca, Berkeley Square London W1X 7AB - Tel: 01-408 0055

JOHN D WOOD

CUMBERLAND TERRACE - £900,000

Overlooking Regents Park a superb Nash house having recently undergone major structural works and now ready for recorative refurblehment. The house also testures edjacent mews house with garaging. Master bedrooms all to with drassing room and buthroom. 4 further bedrooms, the bedrooms are bedrooms, magnificent 1st floor reception, dining room, study, kitchen/breakfast room. Staff secommedation: 2 beds, beth, reception, kitchen/breakfast room, 2 car garage. Crown Extate Lase 55 years.

YORK TERRACE WEST - 2775.000

Direct views of the Park from this axclusive Nash Tarrace, an outstanding ground and 1st floor apartment of exceptions quality and with a magnificent 40k reception room giving direct access on to lovely gdrs. 2/3 bedrooms, 3 bathrooms, dressing rooms, 40kt raception, dining room, closkroom, superb kitchen/breakfast room, utility, ind CH and air conditioning, 24 hr porterage, garage and further parking, 81 years.

John D. Wood & Co. 103 Parkway, London NW1 - 01-267 3257

Overseas

SWITZERLAND

LAKE GENEVA OR MOUNTAIN RESORTS

Foreigners can buy lovely Apartments or Chalets with magnificent views
MONTREUX, VILLARS, VERBIER, LES DIABLERETS,
CHATEAU D'OEX NEAR GSTAAD, LEYSIN
Prices from SFr123,000 - Morranges up to 65% at 57% interest
GLOBE PLAN SA
Visits welcomed
CH-1005 Lausanna
& (21) 20 89 07
Switzerland

Switzerland

Telec: 25185 MELIS CH

SWITZERLAND EXCEPTIONAL

For sale, direct from the builder in VERBIER, in the magnificent ski resort of the Wallis Alps. DUPLEX APARTMENT 1 living, 2 bedrooms, kitchen, balcony, parking place. Beautiful view of the Alpe, Sunny and quiet. Price SF:280,000 Mortgages up to 60% evallable Write:

Mr Pierre Peju, PO Box 125 CH-1018 Lausanne 18, Switzerland

MALLORCA Completion due April 86 prestigious Anchorage Club penthouse, 4 bed-rooms, each en suits/adjoining bed-room, fi kitchen, large lounge with balcony, unobstructed views of Mediterranean, gross area 216 aq m.

PAHY—Villes to be said at the "Costs Blanca" Altie/Benidorm. Houses "do lose" From SF 500,000. For Informa-tion: Jahery Béat Lists de Corréo ALTEA Alicarte. 55/84-29-25.

Rentals

URGENTLY

required good quality properties for families being transferred to London LONG LETTINGS --- GOOD CORPORATE TENANTS

Anscombe & Ringland



01-629 6604

MAYS E RENTALS = **Quality Houses**

and Flats in SW London, Surrey, Berks Tel: 037284 3811 Telex: 895112 POCKLANDS COMPANY LET of the Houses within walking distance of City. E. A. Shaw & Partners. 01-403 7250. GEORGE KNIGHT
——& PARTNERS—— The Letting Agents

As London's specialist letting agent we offer a professional and efficient service to both landlord and tenant. If you have a property to let or are looking for a home to must please contact us for further advice 9 HEATH STREET, NW3 TELEPHONE: 01-794 1125 155-157 KNIGHTSBRIDGE, SWI TELEPHONE: 01-589 2133

RESIDENTIAL LETTINGS **SALES** MANAGEMENT

SPECIALISTS Offices at: Wimbledon and Fulls

TOWNCHOICE 01-947 7351/731 4448

> Bath Tel: 0225-339033 Manchester Tel: 061-834 3386

The resort of Almerinian on the unspolit South Eastern-coast of Spain is fianked by the magnificent scenery of the Sierra Nevada and enjoys the mildest, dryest winters and cool breezes tempering the hot summer days. We are re-capturing the atmosphere of a prosperous 18th Century sea port, creating one of the most lucurious boating havens.



Once only opportunity to purchase freshold waterfrost property.

A mature championship golf course, 1,000 berth mature, miles of beaches, riding, tennis, shifting

spertments from £28,000.

MONTPELIER SUPER VALMER Nr. St. Tropez, South of France

22 Provençal villas set in the tranquility of a wooded green zone, with stunning views across who hay of Causains to the lies of theres.

The best beaches of the South of France minutes away, teamls, riding and golf

terraces - £77.500.



EXHIBITION

Montpeller International pic Invites you to
LOTDON BEISTOL MANCHESTER HARROGATE
Britannia Robel, Portland Street, Manchester
on Wednesday 12th February or
Granby Hotel, Granby Road, Harrogate, R. Yorks,
on Wednesday 19th February or
The Dragonara Hotel, Redeliffe Way, Bristol
on Thursday 13th February or
The Hyde Park Hotel, Enightsbridge, London
on Wednesday 12th & Wednesday 19th February
All times 10.50 am - 8.00 pm.

All times 10.50 am - 8.00 pm.

25% DISCOURT IN SPAIN & PORTUGAL Through the 5 year leaseback scheme. The owner enjoys 6 weeks use each year while Montpeller ineets all running costs. Montpeller international, Ditain's leading overseas property developer provides continuing management services for all owners.

Further developments in Ibiza and Verbier. Telephone for colour brockers.

MONTPELIER DOMAINE DU GOLF Valbonne, South of France

A few select and private villas with own pools A rew select and private villas with own pools and gardens, peacefully set in a lovely wood adjoining the Valbonne golf course. Cames, Antibes and Nice within 15 minutes drive.

• A Haribed Opportunity to purchase in a prestigious location in the very heart of the Cate of Agree. the Côte d'Azur.

6 2 - 3 Bedroom villas £94,000, pool £12,000.



MONTPELIER OLD VILLAGE Vilamoura, Algarve

A beautiful village in classical 18th Century architecture now entering its third phase of construction. The elegant squares, traditional streets with gardens, pools, restaurants, shops and even a champagne pavilion restaurants, shops and even a champagne pavilion offer an incomparable lifestyle to the discerning owner. The village is set in a high position surrounded by one of two Frank Pennink golf courses in Villamoura.

2 × 18 hole golf courses, 1,000 herth marina, and tennis, riding, shooting centres.
 Casino, cinema, nightchibe, shops, restaurants and those famous Algarye beaches.

• Garden or roof terrace spartments from £23,000 to £38,000. Houses or es with roof terraces

from £39,000 to £65,000.

HHE 8

Motor Cars

GRUP® PCI

GET UP TO 30% DISCOUNT ON NEW CARS

Open 7 days a week Mosday to Friday 9.00-4.30 Saturday 10.00-4.30

PADRON & CO INTERNATIONAL (UK) LTD The Management Office
Willissborough Industrial Park
Kemington Road, Ashford, Kent TROA 07D
Tel: (0233) 38468 or Teles: \$66221

phone for a quotation and free brachure or contact your local agent All prices subject to terms and conditions of our contract and currency ductuations as detailed in our brochure Scotland area and Sunday enquiries only 041-634 1236

 500SL
 85 (8) Clausic White with Grey Hide
 6.000m
 £20,950

 500SL
 83 (Y) Chempagne with Brazil Cloth
 9,000m
 £23,950
 220E 85 (B) Midnight Blue with Cream To 220SL 84 (A) Lepis Blue with Blue Cloth 220SL 77 (J) Fjord Blue with Black Tex. 11,500m £15,250 17,000m £19,950 29,500m £14,500 83 (Y) Lapie Blue with Blue Tex. 85 (B) Nautic Blue with Grey Cloth 45,000 £10,480 8,000m £13,750 Bradshaw & Webb

BAAB

A MORE INDIVIDUAL CAR FOR THE MORE DISCERNING Individual Lease . . . HP . . . Contract Hire . . . or even cash NEW SAAB 9000 NOW AVAILABLE. Comprehensive Service & Parte Facilities BALLARDS OF FINCHLEY FOR SAAB IN NORTH LONDON RING CHRIS PERRETT 01-346 4496

CAR AX We provide That Free can be come of the street of t

Jefferson Carr Centre, London Road, Staines. Tel: (0784) 63233

85:85 M.Y. (C) 900 Terbe 16 8V.

85

VOLVO

brochure.

- Piesse call 01-248 2025 (Open 7 days)

Ascot **GROSVENOR SQUARE**

Grosvenor Square, W1 (09) realing period residence, mome Hyde Park, beautifully turns

HENRY & JAMES

CONTACT US NOW ON 01-235 8861 For the best selection of Furnisher Flats and Houses to Rent in Knightsbridge, Beigravia and Cheisea

CRAVEN HILL GDNS., WZ Newly decayabel. Hight and bright 2 bedrin. Fist in this popular darden Se. Recep. with separate dining area, modern style furnish-ings, bath, with shwr, plus see, shower rm. Long Company let only. C300 per week Hyde Park Office 01-262 5060

Chestertons LETTING SPECIALISTS
THE LARGEST CHOICE OF
APARTMENTS IN CENTRAL LONDON
Long/Short Term Late. Budget or
Luxury Flats. Ideal for company
executives and overseas visitors
Central London Luxury Flats Ltd
TEL: 01-03-2412
TELEX: 8850496 HFSLND G

MAJENDIE & CO LTD We have a large selection of HOUSES AND FLATS From C100 to £2,500 per week We epeciatise in Company Lete and our experienced team provides a professional service 102 Draycot Ave, London. SW3 3AD. Tel: 01-225 0433 (Fac: 01-225 1043)

17 Montpelier Street, London SW7 Tel: 01-589 3400

MONTPELIER PORT VILLAGE Province of Almeria, Spain

oA mature champloidiffp golf course, 1,000 berth marine, miles of beaches, riding, teams, skiing 2; hours may. • 2 Bedroom beloony

Nontpelier International plc

eller International pic invites you to

Sugar-sweet smell of success

MR ALAN SUGAR, 39, chairman and managing director of Amstrad, the consumer electronics and computer group, needed a calculator to work out what he was worth vectoriay. needed a calculator to work out what he was worth yesterday. After surprising the City with much higher interim results than had been expected he saw the value of his 50.4 per cent holding in the company he founded jump by \$27.5m to \$188m.

He remained typically sanguine about the stir caused by a pre-tax profit of £27.5m for six months ending December 31 1985 when a number of application. 1985 when a number of analysts had been talking about £15m.
Expectations for the full year
have been hastily revised and
£48m to £50m now looks the
likely target which compares
with last year's £20.2m.

with last year's £20.2m.

Even Mr Sugar acknowledged in his statement that demand for Amstrad's computer products was greater than budgeted, particularly in France, Spain and the UK. The company has done particularly well overseas, which now accounts for some 58 per cent of turnover and is expected to rise to 65 per cent for the full year.

Japanese and other Far Lastern rivals.

Then 18 months ago Amstrad entered the home computer business just as the market started going wrong, and late last year it launched a personal computer for word processing when that business was causing problems to much larger companies. entered the home computer business just as the market started it can—most notably in production of the word processor wrong, and late last year it launched a personal computer in Korea. However it does the for word processing when that business was causing problems to much larger companies.

Amstrad's success stems from the way in which it packages products and in its excep
Missing transported in production of the word processor is currently running at 50,000 units a month. Mr Sugar in Korea. However it does the final assembly of its audio equipment, including a new compact disc system, in the UK;

Amstrad has considerable experience in purchasing components in the Far East and is expected to account for 35 per

during the six-month period.

The word processor costs just under £480 and includes the com-puter, software, disc drive, screen and dot matrix printer. Amstrad and dot matrix printer. Amstrad was the first company to provide a low cost word processing system as a complete unit, saving the customer from having to buy different pieces of equipment and connecting them together. As Mr Sugar puts it: "It comes in one box with one power cord. You plug it in and it works."

It is also much cheaper than anything else on the market. A senior executive at Dixons recently said: "We've never known a product like this before. known a product like this before. The customers come in and are actually aggressive about buying it."

Amstrad's low costs are achieved in a number of ways: the UK. The company has done particularly well overseas, which now accounts for some 58 per cent of turnover and is expected to rise to 65 per cent for the full year.

Amstrad has the happy knack of succeeding in markets where no small British company should venture. Just two years ago be per cent of group turnover with the full year and the full year and the full year and the full year and the full year.

The technical extras which and the full year and the full year.

Also the printer does not a cautious about stocks, which it normally keeps low; therefore simpler; wide range of computers and is the full year.

The technical extras which many companies use to make decisious appear to be made by their products appear different as me not included by Amstrad. Mr Sugar himself, Although this are not included by Amstrad. Mr Sugar himself, Although this are not justed by a very few particularly now the company is

are only used by a very few customers; `
• It sub-contracts as much as

Mr Alan Sugar, chairman of

claims to be able to get very

cautious about stocks, which it normally keeps low;

The company has low overheads. The management team is ver ysmall and most of the decisions appear to be made by Mr Sugar himself. Although this can be a strength, it is also seen as weakness by some analysts, particularly now the company is getting much bigger;

Production of the word processor is currently running at

cent of sales in the full year.

(Most of the home computers are sold just before Christmas.) Rumours abound that Amstrad is about to launch more business type computers like the word processor, including an IBM compatible Personal Computer.

Amstrad does hint that it indeed may be working on an IBM compatible PC but it will not be launched in the current financial year, ending June 30.

However, it is to launch one more computer product, probably a more powerful version of the word processor.

The company is also making a new push with its consumer product. It is about to start development of its printing and packaging side.

Thedivision has 22 outlets in the North of England and Northern Ireland. Ferguson said that a restructuring of the industry in recent years meant that larger organisations had emerged which were more competitive than their smaller counterparts. It was felt the Ferguson division would be better placed when combined with a similar organisation. Bowater has a large builders' merchants side, trading under the Crossley name in England and Johnstons & Paton in Scota new push with its consumer products. It is about to start making two new compact disc systems, costing 2299 and 2343, which would become available at the end of March, and which include a conventional record deals. include a conventional record deck, tuner, twin cassettes, graphic equaliser and speakers.

After withdrawing from the TV and video market — "we never stay in a business where the margins are not good enough," says Alan Sugar—the company has recently started selling VCRs again. It will shortly launch a new Jauanmade VCR with remote control at £299.

The company is also planning

been hit by the miners' strike, severe winter weather in 1984 and early 1985 and a reduction and early 1985 and a reduction in local authority spending. The division produced trading profits of £1.9m in the year to February 1985, against £2.3m the previous year. In the six months to last August the profit was £0.8m, against £0.9m.

seas, taking advantage of the name it has established in com-puters. Costs of setting up new marketing arrangements will be high. There is also a question about how well Amstrad's very basic audio equipment will sell in overseas markets.

With confidence and fortunes with confidence and fortunes running so high. Amstrad can probably afford to take that risk. And with net liquid funds of £23m at December 31 the company is unlikely to be asking shareholders for more money in the near future.

Meldrum up 25%

1985.
A final dividend of 3.5p has been proposed, making 5.5p for the year, up from 4.5p in 1984. Net asset value per share is up from 195.8p to 234.6p and earnings per share are 6.15p against 4.93p.

Gross revenue was £2.04m, against £1.66m and tax was £569,000 (£467,000).

FIH sells building supplier for £15m

Ferguson Industrial Holdings, the printing, packaging and builders' merchants group, is selling off its building supplies division to Bowater for £15.4m, in order to concentrate on the development of its printing and

and Johnstons & Paton in Scot-

Ferguson said its division bad

50.8m. against £0.9m.
Ferguson said the sale would free resources for its printing and packaging side, where sales had risen from £15m to £41m in the last five years, with trading profits up from £1.4m to £5.5m.
Ferguson said it wanted to develop plastic packaging pro ducts for the expanding food, beverages and pharmaceuticals markets, which it believed could provide high returns.

Meldram Investment Trust, a 75-per-cent-owned subsidiary of British and Commonwealth Ship-ping, lifted net earnings 25 per-cent from £983,000 to £1.24m for 1085

Our Price held back by interest and opening costs

HIGHER INTEREST charges and the costs of opening new shops held back pre-tax profit growth at Our Price, the recorded music chain, in the first half of the 1985-86 year.

The interim dividend is raised

The result for the six months to November 27 came to £691,000 against £592,000 after interest nearly £100,000 ahead at £131,000. The first half is traditionally the group's slowest trading period.

Mr Garry Nesbitt, chairman, said that trading over Christmas in all shops, including those opened in December, came up to expectations. There were strong sales in compact discs, and these continue to show "a very healthy growth pattern as more people add compact disc players to their hi-fi systems."

The company is to continue its expansion in the Midlands, following an encouraging performance there. Turnover per square foot compares favourably with the outlets in the South.

After a 44 per cent tax charge of \$504 000 (1980 000) and division and

The interim dividend is raised by 0.5p to 2p, with earnings per share up from 4.6p to 5.5p. The total last time came to 5p on pre-tax profits of £1.81m. Turnover increased from £14.97m to £20.65m. During the

The cost of opening new premises came to £118,000, and if written back along with interest would have produced a taxable figure of £938,000, a 38 per cent increase over the comparable figure.

Mr Garry Nesbitt, chairman, said that trading over Christmas in all shops, including those

The accelerated shop opening of £304,000 (£260,000) and diviprogramme will mean higher dends of £159,000 (£126,000).

costs in the full year, but the retained profits came to £228,000 chairman expects that this (£206,000).

Given its rating at the top of the foshionable stores sector, nothing but the very best will do from Our Price. These results, showing an underlying 36 per cent advance in pre tax prodits, were initially judged not quite up to scratch, although the statement was confident enough to reassure investors that their quite up to scratch, almough the statement was confident enough to reassure investors that their rosy view of the company is still appropriate. The Christmas season was very good with sales of compact discs particularly strong. Expansion is continuinapace, with a total of 40 shops being opened this year, and 30 planned for next. This should take the Our Price chain further from its roots in the South East, enabling it to go on adding market share. The inevitable side-effects of such rapid expansion are higher borrowings (gearing could be 70 per cent by year end) and heavy opening costs. Even so, profits of £26m are likely for the full year, and assuming a 44 per cent rate the p/e ratio is 25, which must rule out for the time being any startling advance from yesterday's price of 550p.

Abaco set for

Abaco Investments, the rapidly

significant

acquisition

McKechnie reveals bid for Newman as waiting ends

BY DAVID GOODHART

McKechnie Brothers, the plastic and non-ferrous metals group, yesterday underlined that it was not prepared to wait for an agreed deal with fellow Midiands manufacturer Newman Tonks and admitted that Williams Holdings 6 per cent stake in McKechnie had "sharpened it up."

Dr Jim Butler, chief executive of McKechnie, said that the industrial logic of a deal had led him to first express interest in Newman Tonks 10 years ago "but we are no longer prepared to talk for ever, that's the difference that 6 per cent can make."

Dr Butler was introducing McKechnie's offer document spelling out details of its two-forthree all-share offer which values Newman at about £58m.

The document says that the offer provides a \$3 per cent can capital uplift for Newman shareholders as well as an enhanced profit potential. The McKechnie says that the content is also forecasting a 12; per cent dividend increase for its own shareholders this year on the back of a further improveper cent dividend increase for its own shareholders this year on the back of a further improveman's rose 3p to close at 136p.

Ahace Investments, the rapidly growing fluancial services company, announced yesterday that negotiations are at an advanted stage for a "significant acquisition." The name of the target company, which is also involved in financial services, will be announced today, alongside Ahaco's preliminary results for the year to December.

British and Commonwealth Shipping and Gartmore Information & Financial Trust, a related company, last November bought a 16 per cent stake in Ahaco, and John Gunn the executive director of Exc joined the board.

Yesterday's announcement was prompted by a sharp rise in the prompted by a sharp rise in the share price which closed at 32 p.

share price which closed at 32 p.
up 3 p.
The company, which used to be
called Greencoat Properties,
changed its name in 1983 when
Brown Goldie, a finance company run by two former executives of Guiness Mahon, was
injected into it. Since then it
has acquired C. P. Choularton, a
licensed deposit taker, and Charcol, mortgage brokers.

Guinness/Distillers

THE Office of Fair Trading said last night it was still considering the proposed Guinness merger with Distillers. That means a decision from the Department of Trade and Industry on whether to refer the merger to the Monopolies and Mergers Commission is not now empered until next is not now expected until next week, after the Guinness offer document has been published. Argyll has meanwhile further increased its holding in Distillers to 4.27 per cent. Guinness's share price recovered another 7p yesterday closing at 292p.

DELTA GROUP has agreed to purchase the switchgear business of IMI Santon from IMI for about film payable in cash. The news business will be called MEM Santon Switchgear based at Newport, Gwent.

Improved margins behind threefold rise

Amstrad Consumer Elec-tronics' results for the first half of the 1985-86 showed pre-tax profits up from £9.53m to £27.54m — a near three-fold rise — on turnover £59.22m ahead at £128.31m. This represents an improve-ment in margins from 12.8 per cent to 21.4 per cent.
The dividend for the period ended December 31 is lifted

from 0.324p to 0.486p per share, with earnings ahead at 17.95p (6.52p). The dividend

total last year came to 0.942p on profits of £20.16m. Announcing the figures, Mr Alan Sugar, chairman, said that the increased demand arose principally through the subsidiary companies in France and Hong Kong selling to agents in Germany, Spain,

Globe is Britain's

biggest

Investment Trust.

you knew why?

Since 1981, Globe's shareholders funds have more than

But it's much more than just the reassurance of size that

1 A fine record of income and capital growth. Dividends,

20, beating the Retail Price Index by 50%. 2 Investment opportunities in blue chip UK and international companies and exciting growth areas like management buyouts and unquoted companies.

for instance, have increased every year for the past

3 Continued good performance. In the 9 months

to 31 Dec. 85, and compared

10.09%, and net asset value

with the same period last year. earnings per share rose

doubled to over £650m. Today, we're easily the UK's

has attracted investors to Globe. For example:-

biggest investment trust.

Isn't it time

Australia, Scandinavia and the US. "Amstrad is now firmly established as an international company with markets throughout the world and is not wholly reliant on any one

market," he added. This spread of business will expand further as a result of an agreement with a substan

computer products into the US and Canada, and will be responsible for all aspects of marketing, distribution and financing of the products, said Mr Sugar.

The company is also planning to sell consumer products over

The tax charge rose sub-stantially both in the UK and overseas, to £5.95m (£1.86m) and £2.02m (£565,000) respec-

Lee Cooper spends £5m expanding jeans interests

Grant Seward, trades as Jean pean market. It said that the Jeanie, with 65 retail outlets, 12 acquisition of Lunabond would of them concessions, is now trading close to break even after small additional overhead costs. of them concessions, is now trading close to break even after making a substantial loss in the year to August 1985: FU's Wholesale and Bonanza Jeans, both began trading after mid-1985 and are trading profitably

Three further sums may be payable, relating to Lunabond's profits in the three years to 1988.

Mr Green will continue to operate the businesses.

Lee Cooper, the jeans manufacturer, is spending at least £5m to buy a private UK jeans company, best known for its Jean distributes Macdonald denims, Jeanie chain of shops, and two West German leans businesses. It is paying an initial £3m to acquire Lunabond, a company controlled by Mr Philip Green. It operates through three subsidiaries.

Gent Seward trades as Jean market. It said that the SHORT-TIME WORKING at its model are encouraging, and London taxi division led to a much of the lost ground should sharp drep in profits at be made up in the second half. Manganese Bronze Holdings for The weak result was no reason the six months to January 31 for long term pessimism, although the vehicle division was likely to marride. At the pre-tax level they likely to provide a "roller amounted to £310,000, compared the projection with the projection distribution with the projection with the projection distribution was not considered. with £987,000.

> ENGLISH AND New York Trust improved net asset value per share to 138.7p in the 1985 year, against a comparable figure of 115.4p. Net earnings were slightly down at £2.03m (£2.19m), and the dividend for the year is held at 2.5p with an unchanged final.

the engineering divisions which had performed well. The com-pany is developing a new London taxi, the CR6, to be launched in £137,000 (£200,000). Mr Dennis Poore, the chairman and chief executive, says the drop in profit was wholly attributable to the taxi division,

Earnings per share fell from 4.920 to 0.83p after tax of

mostly because of short-term working during the phasing out the FX4R taxi and the introduction of the FX4S.

The results show turnover falling from £28.Im to £22.26m. Trading profit is almost halved from £1.37m to £725,000 after charges for depreciation of £405,000 (£370,000) and leasing

Manganese down midway

of £183,000 (£171,000).

ion of the FX4S. Net interest payable amounted to £415,000 (£380,000). COMPAGNIE FINANCIÈRE DE CRÉDIT



OFFER FOR SALE BY TENDER OF . 2700000

CERTIFICATS D'INVESTISSEMENT PRIVILÉGIÉS (CIP) Minimum Tender Price FF 185 per CIP

1st Quotation on the Paris Stock Exchange on 31st January 1986 FF 228 per CIP

CRÉDIT INDUSTRIEL ET COMMERCIAL DE PARIS

SOCIÉTÉ LYONNAISE DE BANQUE — SOCIÉTÉ NANCÉIENNE DE CRÉDIT INDUSTRIEL ET VARIN BERNIER-BANQUE SCALBERT DUPONT — CRÉDIT INDUSTRIEL D'ALSACE ET DE L'ORRAINE — CRÉDIT INDUSTRIEL DE L'OUEST — BANQUE TRANSATLANTIQUE — BANQUE RÉGIONALE DE L'OUEST — CRÉDIT INDUSTRIEL DE NORMANDIE — SOCIÉTÉ BORDELAISE DE CRÉDIT INDUSTRIEL ET COMMERCIAL — BANQUE RÉGIONALE DE L'AIN — BANQUE BONNASSE FRÈRES — BANQUE TRANSATLANTIQUE DE MONACO —

BANQUE DE L'UNION EUROPÉENNE

CREDIT SUISSE FIRST BOSTON LIMITED

DAIWA EUROPE LIMITED

KREDIETBANK INTERNATIONAL GROUP

MERRILL LYNCH CAPITAL MARKETS

Pil of these securities isocing from sold, this arms करकार्य स्ट्रिक्टाउ **१८ ० मा**नीस र्ल क्यांने स्ट्रीय

per share rose 12.34% compared with a rise in the FT-Actuaries All-Share Index of 10.83 per cent. Find out more about Globe. GLOBE · GROUP · SERVICES GLOBE INVESTMENT TRUST P.L.C. BRITAIN'S LARGEST LISTED INVESTMENT TRUST To: The Secretaries, Globe Investment Trust PLC., Freepost, Electra House, Temple Place, London WC2R 3BR. Telephone: 01-836 7766 Please send me (tick box as appropriate) tion on your nine months results 🔲 A copy of your latest Annual Report 🗌 Details of your Shareholders' Savings and Share Purchase Scheme

This advertisement complies with the requirements of the Council of The Stock Exchange and does not constitute an offer of, or inv

MECCA LEISURE GROUP plc (Incorporated in England under the Companies Acts 1948 to 1981

with Registered No. 1916907) Issue of £20 million 11.5 per cent. Debenture Stock 2011 at £98.977 per cent.

In accordance with the requirements of the Council of The Stock Exchange £2.0 million nominal of the stock is available in the market until 13th February, 1986. Listing particulars are available in the Extel Statistical Services and copies are available until 28th February, 1986 from:

Samuel Montagu & Co. Limited, 114 Old Broad Street, London EC2P 2HY

W. Greenwell & Co., Bow Bells House, Bread Street, **London EC4M 9EL**

and at the registered office of Mecca Leisure Group plc at 76 Southwark Street, London \$E1.0PP. Copies are also available from the Company Announcements Office, The Stock Exchange, London EC2 until 14th February, 1986.

12th February, 1986

NOTICE OF EARLY REDEMPTION

WELLS FARGO INTERNATIONAL FINANCING CORPORATION N.V. **US\$75,000,000**

15% GUARANTEED NOTES **DUE 1987**

NOTICE IS HEREBY GIVEN that pursuant to 9(a) (i) of the Terms and Conditions of the Notes, the Company have elected to redeem all the Notes at their principal amount on 18th March 1986, (the "Redemption Date"), when interest on the Notes will cease to accrue.

Repayment of principal together with accrued interest will be made on the Redemption Date, against presentation and surrender of the Notes at the offices of any of the Paying Agents mentioned thereon.

Bankers Trust Company, London

Fiscal Agent

INSURANCES OF CREDIT THE UK BRANCH OF LES ASSURANCES DU CREDIT S.A.

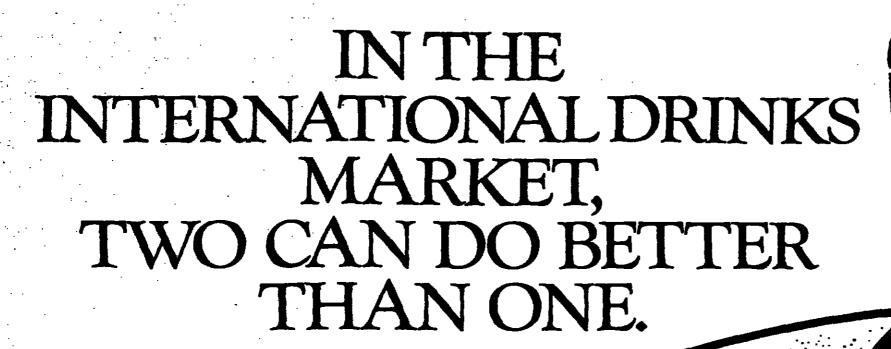


Home & Export

PARK HOUSE, 22 PARK STREET, CROYDON CRO 0YH

significant

DE CRE



The drinks world is currently ruled by international giants.

It's a sobering thought that two thirds of the whisky sold around the world is not Scotch whisky.

It is Canadian whisky. American whiskey. Even Japanese whisky.

So if Britain is to compete in the future, strong measures are called for now.

At Guinness, we believe the merger with Distillers will give Britain the strength it needs in the international arena.

Our new group will manage an arsenal of world famous brands.

And our combined strength will put us into the big league with the likes of Seagram and Suntory.

But this merger is not just about muscle. It has a great deal to do with the special skills required to persuade new whisky drinkers in America, Japan and Europe to switch to Scotch whisky.

At Guinness, we have proven flair for advertising and brand development.

We will commit this talent to increasing sales worldwide.

And increased sales mean new jobs.

Significantly, an increase in Distillers' sales of Scotch whisky of just 2% could get a distillery in Scotland working again.

Together, Distillers and Guinness will be good for exports.

Good for jobs. And good for Britain. We urge you to support our bid.

GUINNESS PLC

Guinness and Distillers. A stroke of genius.

This advertisement is published by Morgan Grenfell & Co Limited and The British Linen Bank on behalf of Guinness PLC. The Directors of Guinness PLC are the persons responsible for the information contained in this advertisement. To the best of their knowledge and helief (having taken all reasonable care to ensure such is the case) the information contained in this advertisement is in accordance with the facts. The Directors of Guinness PLC accept responsibility accordingly. SOURCE: International Wine and Spirit Record.

U.S. \$85,000,000



Kemira Holdings, Inc.

(Incorporated with limited liability in Delaware, United States of America)

91/4% Guaranteed Notes Due 1991

Unconditionally and irrevocably guaranteed by

Kemira Ov

The following have agreed to subscribe or procure subscribers for the Notes:

Credit Suisse First Boston Limited

Kansallis-Osake-Pankki

Postipankki

Union Bank of Finland Ltd

Algemene Bank Nederland N.V.

Banque Nationale de Paris

Bank of Tokyo International Limited Banque Paribas Capital Markets Limited

Copenhagen Handelsbank A/S

Dresdner Bank Aktiengesellschaft

Enskilda Securities

IBJ International Limited

LTCB International Limited

Mitsubishi Trust & Banking Corporation (Europe) S.A.

Nomura International Limited Sumitomo Finance International PK Christiania Bank (UK) Limited

Union Bank of Switzerland (Securities) Limited

S. G. Warburg & Co. Ltd.

Westdeutsche Landesbank Girozentrale

Yamaichi International (Europe) Limited

The issue price of the Notes is 100% per cent. of their principal amount. Application has been made to the Council of The Stock Exchange for the Notes to be admitted to the Official List.

Interest will be payable annually in arrear on 5th March of each year, commencing on 5th March, 1987.

Listing Particulars relating to the Notes, the Issuer and the Guarantor are available in the statistical service of Extel Statistical Services Limited and copies may be obtained during usual business hours up to and including 14th February, 1986 from the Company Announcements Office of The Stock Exchange and up to and including 26th February, 1986 from:

Credit Suisse First Boston Limited, London EC2N 4BO

The Chase Manhattan Bank, N.A., Woolgate House, Coleman Street,

12th February, 1986

This announcement appears as a matter of record only.



U.S. \$500,000,000

Eurocommercial Paper Programme

PaineWebber International

S.G. Warburg & Co. Ltd.

Granville & Co. Limited

8 Lovat Lane London EC3R 8BP

Over-the-Counter Market

Groes Yield Fully
Price Change div.(p) % Actual taxed
124 — 7.3 5.9 7.5 7.1
124 — 10.0 7.0 — —
70 — 6.4 9.1 11.7 15.2
35 — 4.9 1.2 4.3 5.2
168 — 4.0 2.4 21.3 22.1
168 — 4.0 2.4 21.3 22.1
186 + 1 12.0 8.7 3.4 3.2
188 + 1 12.0 8.7 3.4 3.2
189 + 1 15.7 15.9 — —
183 — 4.9 3.8 6.7 10.5
133 — 4.9 3.8 6.7 10.5
134 — 10.7 11.6 6.7 10.5
121 — 3.8 6.8
163 — 16.0 9.2 12.5 18.7
121 — 8.6 4.5 8.1 8.1
121 — 8.6 4.5 8.1 8.1
121 — 8.6 4.5 8.1 8.1
121 — 8.6 4.5 8.1 8.1
121 — 8.6 4.5 8.1 8.1
121 — 8.6 4.5 8.1 8.1
122 — 24 14.2 —
64 — 50 7.8 5.1 8.0
125 + 1 — 9.0 10.0
125 + 1 — 9.0 17.7
126 + 1 5.0 7.4 3.4 8.2
127 — 128 14.2 — 9.0
128 + 1 5.0 7.4 3.4 8.2
129 + 1 — 9.0 17.7
120 — 17.7
121 — 8.6 6.5 7.5 8.1
122 — 8.6 6.5 7.5 8.7

This advantisement is issued in compliance with the requirements of the Council of The Stock Exchange. It does not constitute an invitation to any person to subscribe for or purchase any securities of Walter Laurence P.L.C.

Walter Lawrence P.L.C.

Rights issue of 3,860,826 8-5per cent. Convertible Cumulative Redeemable Preference Shares of \$1 each at par

Application has been made to the Council of The Stock Exchange for the above-mentioned Preference Shares to be admitted to the Official List.

Particulars of the Preference Shares are available in the Statistical Services of Extel Statistical Services Limited. Copies of the Circular sent to Shareholders dated 23rd January 1986 (constituting Listing Particulars) and copies of the Annual Report and Accounts of Walter Lawrence P.L.C. for the year ended 31st December 1984 may be collected from the Company Announcements Office, The Stock Exchange, Throgmorton Street, London EC2P 2BT, for 2 days from the date of this notice and, during normal business hours on any weekday (Saturdays excepted), for 14 days from the date of this notice from:

Morgan Greniel & Co. Limited New issue Department 72 London Wall London ECIM SWL

London NI 1BG

QUAIL INVESTMENT COMPANY (U,K.) LIMITED

(Incorporated in the Kingdom of Norway with limited liability)

The Norwegian financial services group

through its subsidiary

NEVI BALTIC PLC

has acquired

BALTIC PLC

The undersigned initiated this transaction and

acted as financial advisor to Nevi Baltic PLC

W. GREENWELL & Co.

February 1986

UK COMPANY NEWS

Stonehill half-way profits hit by trading difficulties

The company reported pre-tax profits of £29,000 for the 32 weeks to November 10 1985, compared with £504,000 in 1984. The interim dividend is held at 3p. The directors said trading had ben difficult and turnover had fallen below budget. Also, the cost of developing and marketing now Unifier ranges, and of renovating Unifier factories had been high. Stonehill acquired Unifier in October 1924. been high. Stonehill acquired Unifiex in October 1984.

Turnover for the period was down from £10.68m to £10.07m, and the trading profit down from £661,000 to £223,000. Depreciazbot,000 to 2225,000. Defrection was £194,000 against £157,000 and tax amounted to £12,000 (£227,000).

After allowing for ordinary and preferential dividend payments the loss per share is 0.45p, compared with earnings in 1984 of 4.2p.

Nevi Baltic

rise by 21%

pre-tax profits

Nevi Baltic, the financial services group formed by the merger of Baltic by the Nor-

wegian Nevi group, reported a 21 per cent increase in pre-tax profits on turnover up by 22 per cent in the six months to the end of January 1986.

From earnings per 5p share of 8.2p (12.5p), 7.7p (nil) fully diluted, the interim payment has been raised from 1p to 1.5p net.

28.68m (£7.1m), giving taxable profits of £2.2m (£1.82m). The

results are presented on a merger accounting basis and include results for Baltic Group from August 1 1985 and Baltic

Nevi from its incorporation in

The tax charge was £461,000 (5381,000) and there was an extraordinary debit of £141,000 relating to costs incurred.

resamn to costs incurred.

The directors say that in addition to consolidating existing activities the group is expanding both of its established profit centres—asset finance and property finance.

The interest rate for this week's issue of local authority bonds is 12½ per cent, down ½ a percentage point from last week, and compares with 12½ per cent a year ago. The bonds are issued at par and are redeemable on February 18 1987.

A full list of issues will be published in tomorrow's edition.

The source of a table of UK Banks' interests in the US, used on the Company News page of last Saturday's FT, was W. Greenwell's November Banking

W. Greenwell

November last year.

perty finance.

Yearlings

Lower Zimbabwe profits

hit United Packaging

pany's expansion programme in 1987-88.

It said the company's established Stateroom ranges had been improved by adding a modern system of modular furniture. This had been exhibited at Earls Court in November and was well received by customers. Stonebill's property subsidiary was continuing to develop by expanding its portfolio of free-hold properties and considerable effort had been devoted to developing export business. How-ever, these would not show a return for some time, the board said.

POOR TRADING and the costs of absorbing a new subsidiary have almost wiped out interim profits at furniture maker Stonehill Holdings.

The board said trading condimings of as to reduce its breakeren point, the benefits of this have profits are recovery in 1986-87 and a resumption of the company's expansion programme in maintained dividend at the half of the profits are resumption of the company's expansion programme in maintained dividend at the half of the profits of this have profits at furniture maker and a resumption of the company of the profits at furniture maker and a resumption of the company of the profits at furniture maker and a resumption of the company of the profits at furniture maker and a resumption of the company of the profits at furniture maker and a resumption of the company of the profits at furniture maker and a resumption of the company of the profits at furniture maker and a resumption of the company of the profits at furniture maker and a resumption of the company of the profits at furniture maker and a resumption of the company of the profits at furniture maker and a resumption of the company of the profits at furniture maker and a resumption of the company of the profits at furniture maker and a resumption of the company of the profits at furniture maker and a resumption of the company of the profits at furniture maker and a resumption of the company of the profits at furniture maker and a resumption of the company of the profits at furniture maker and a resumption of the company of the profits at furniture maker and a resumption of the company of the profits at furniture maker and a resumption of the company of the profits at furniture maker and a resumption of the company of the profits at furniture maker and a resumption of the company of the profits at furniture maker and a resumption of the company of the profits at furniture maker and a resumption of the company of the profits at furniture maker and a resumption of the company of the profits at furniture maker and a resumption o

comment

Stonehill Holdings is not sitting pretty in the face of cheaper east European imports which are making it hard to maintain sales in a volume business. And although the company is invest-

maintained dividend at the halfmaintained dividend at the halfway mark is better than no loaf.
The payout level was, however,
less onerous because the Steinberg family, who own and run
the company, waived their
entitlement. Outside shareholders
who keep the stock for income
should be more than content with
a yield of 11 per cent—
although the sharp fall in the
share price due to selling ahead
of these figures belped yank this
up by a full point or more. The
best that can be hoped for this
year is that Stonehill will be
able to cover its dividends
(assuming the same waivers
volunteer again), which suggests
pre-tax profits of £55,000. The
shares at 78p are on a 1985-86
low and some optimists will no
doubt be talking of a recovery
situation. But with only one
good year in the last five, Stonehill needs todo mure on costs
to convince.

DJ Security advances to £210,000

LOWER PRE-TAX profits from its Zimbabwe side have resulted when converted into sterling, in a reduced £468.242 at United Packaging for the six mouths to end-October 1985, against a previous £497.463.

Turnover for this West Yorkshire-based group, which is involved in the manufactury and distribution of packaging goods in the UK, Zimbabwe and Botswana, improved from £4.37m to £4.56m, with the UK rising to £3.59m (£3.15m) and Zimbabwe to £1.27m (£1.23m).

The directors are lifting the A substantial increase in pretax profits is reported by
DJ Secarity Alarms for the year
to October 31 1985. Figures
show profits up from £99,118 to
£209,630 on turnover higher at
£1.17m compared with £778,410.
The results include the consolidation of figures of a new
subsidiary—DJ Security Alarms
(Wales)—which is 75 per cent
owned. The result also include
a tax charge of £80,423 compared
with a credit of £14,000 last time.
The final dividend is raised
from 0.3p net to 0.85p for an
increased total of 1.5p against
1.3p, and stated earnings per
10p share improved from 2.83p
to 3.19p fully diluted.
The company has recently received from Oftel interim
approvat to maintain certain
specified types of telecommunications equipment. After a lower tax charge of £214,000 (£240,000) net profits emerged slightly down from £257,463 to £254,242. Minorities took a reduced £21,432 (£30,390). leaving attributable profits ahead at £232,810 against £227,073. to £1.27m (£1.23m).

The directors are lifting the interim dividend from an adjusted 1.2p-following the one for three scrip issue in October, to 1.4p. In 1984-85 an adjusted 2.7p total was paid out on pretax profits of £1.29m.

For this half UK profits continued to rise, showing a 15 per cent improvement to £280,982 (£243,394), and the directors emerged slightly down from £257,463 to £254,242. Minorities took a reduced £21,482 (£30,390).

Stated earnings per 10p share for this USM-quoted company are up from 5.36p to 5.49p based on profits available for distribution in the UK.

Spice sets new date for USM flotation

SPICE, which claims to be the UK's largest independent wholesaler and distributor of automotive parts, is taking a second crack at USM flotation.

The company originally intended to go public last September. But the flotation was scuppered by the discovery, three weeks before the launch, that Spice's financial controller, Mr David Roberts, had been convicted of fraud.

The flotation was put on tee and Mr Roberts charged with misappropriation of funds.

misappropriation of funds.

The flotation is now scheduled for February 20 in a placing through stockbrokers, Capel-Cure Myers. Spice will release 2,888,750, or 37 per cent, of its shares at a placing price of 20p.

This will capitalise the company at £6.2m. In the financial year to September 31 Spice mustered turnover of £18.8m and pre-tax profit of £648,000, producing a p/e after tax of £4.

The directors expect to pay a

ing a p/e siter tax of 0.2. The directors expect to pay a dividend of 0.2525p a share for the six months to March 31 and, assuming that profits reach a similar level to those of the last financial year, the final dividend will be 2.5p a share.

Spice began trading 20 years ago under the aegis of its present chairman, Mr Gordon Spice, who, as a racing car driver, won the British saloon car championship

seven years running. The company has since estab-iished four cash and carry ware-houses in the south of England which collectively command just under 2 per cent of the £2bn auto parts sector, according to Mintel, the market research

company. should the flotation prove successful, Spice will raise £2.3m which will be channelled into expansion, by opening new units in the north of England and possibly in Wales, and into diversification, by developing related areas such as the provision of leisure goods for sale in High Street auto parts shops and garage forecourts.

NOTICE OF REDEMPTION

To the Holders of

FINANCE FOR INDUSTRY LIMITED

(now Investors in Industry Group plc) 10% Sterling/U.S. dollar payable Bonds 1989

NOTICE IS HEREBY GIVEN that, the Annual Redemption due March 15, 1986 has been carried out by a selection by-lot of £356,000 nominal Bonda on February 5, 1986 for redemption at par as follows: OUTSTANDING BONDS OF \$1,000 EACH BEARING SERIAL NUMBERS

ENDING IN THE FOLLOWING TWO DIGITS: ALSO-BONDS OF \$1,000 EACH BEARING THE FOLLOWING SERIAL NUMBERS:

Said Bonds may be presented for payment to Morgan Guaranty Trust Company of New York, 30 West Broadway, New York, New York 10015 or to the other Paying Agents named

York, 30 Wast Broadway, New York, New York 10015 or to the other Paying Agents named on the Bends.

Bonds surrendered for redesagation should have attached all summatured coupons apputessant thereto. Coupons due March 15, 1986 should be detached and collected in the usual manner.

PAYMENT WILL BE MADE ON MARCH 15, 1986 AGAINST SURRENDER OF BONDS IN STERLING OR, AT THE OPTION OF THE BEARER, IN U.S. DOLLARS CALCULATED AS SET FORTH IN CONDITION 6 OF THE BONDS. SUCH OPTION TO RECEIVE DOLLARS IS IRREVOCABLE AND MAY BE MADE ONLY BY THE PRESENTATION AND SUBRENDER OF SUCH BONDS, TOGETHER WITH A COMPLETED NOTICE OF EXERCISE OF DOLLAR OPTION, AT THE PRINCIPAL OFFICE OF ANY OF THE PAYING AGENTS NOT LATER THAN MARCH 6, 1986. INTEREST ON THE BONDS IS PAYABLE ONLY IN U.S. DOLLARS.

Payments will be made (i) in the case of any payment to be made in pounds sterling by a check drawn on, or by transfer to an account maintained by the payee with, a bank in London, subject in each case to any laws or regulations applicable thereto, and (ii) in the case of any payment to be made in U.S. dollars, at any agency outside New York City by a check drawn on a U.S. dollar account, or by transfer to a U.S. dollar account maintained by the payee with, a bank in the United States may be subject to reporting to the United States Internal Revenue Service (IRS) and to hackup withholding of 20% of the gross proceeds if payees not recognized as enempt recipients fail to provide the paying agent with an excessed IRS Form W-9 in the case of non-U.S. persons certifying under penalties of perjury that the payee is not a U.S. person or an executed IRS Form W-9 in the case of U.S. persons certifying under penalties of perjury the payer's taxpayer identification number (employer identification number or social security number, as appropriate). Those holders who are required to provide their correct taxpayer identification number on Internal Revenue Service Form W-9 and who fail to do so may also be subject to a penalty of 50. Please therefore provide the

INVESTORS IN INDUSTRY GROUP PLC By: Morgan Guaranty Trust Company of New York, Principal Poying Agent

Dated: February 12, 1986

NOTICE OF OPTIONAL REDEMPTION



crédit foncier de france

U.S. \$60,000,000 **Guaranteed Floating Rate** Notes due 1990

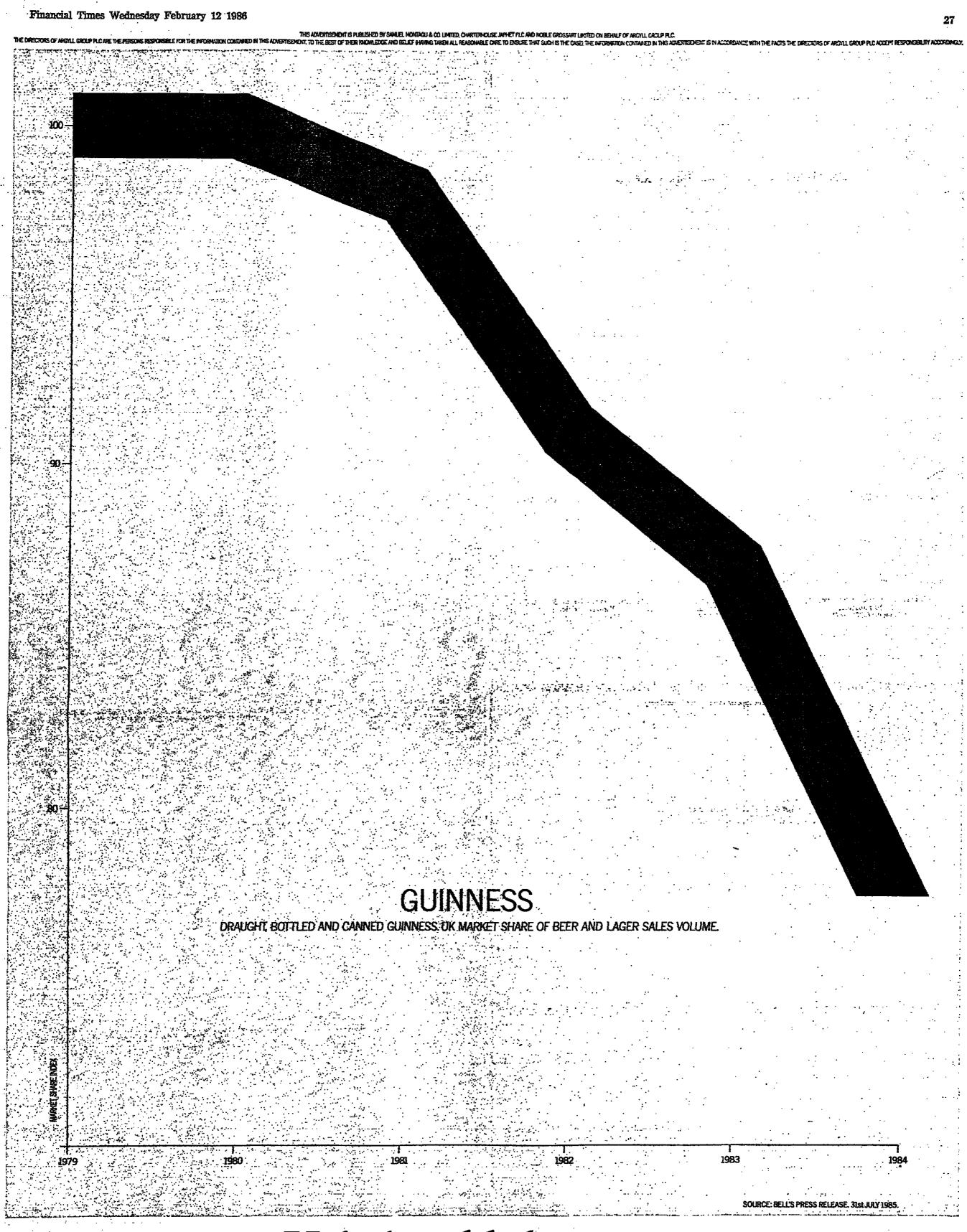
Notice is hereby given that in accordance with the description of the above Notes, Crédit Foncier de France, has elected to redeem all of the outstanding Notes at their principel amount on 19th March, 1986, when interest on the

Repayment of principal will be made upon presentation and surrender of the Notes with all unmatured Coupons attached, at the offices of any of The Paying Agents mentioned thereon.

Accrued interest due on 19th March, 1988 will be paid in the normal manner against presentation of Coupon No. 7.



The Sumitomo Bank, Limited Fiscal and Paying Agent



MITED

Unbelievable but true.

Distillers have turned to Guinness for marketing help.

Argyll. We can revive Distillers' spirits.

NOTICE OF REDEMPTION

THE REGIONAL MUNICIPALITY OF OTTAWA-CARLETON

To the Holders of Debentures U.S. \$25,000,000 9%% Debentures due March 15, 1990 Authorized by By-Law Number 35 of 1975

Principal Amount Redeemable March 15, 1986 Less: Credit of Principal Amount of Debentures U.S. \$1,976,000

Purchased and Cancelled Balance of Principal Amount to by Redeemed

U.S. \$ 537,000 U.S. \$1,439,000

NOTICE IS HEREBY GIVEN that The Regional Municipality of Ottawa-Carleton will redeem on March 15, 1986 Debentures bearing the numbers listed below at 100% of the principal amount of each Debenture plus accrued interest to the redemption date.

U.S. \$1,000 COUPON BEARING DEBENTURES

00031					07168	07975	09082	10107	12327	13726	14848	18426	20040	20832	21011	22416	23637 23646
00051	01613 01615	04319	05146 05166		07170 07181		09108	10114 10116	12329 12360	13735 13737	14901 14903	18467 18476			21622 21624		23778
00196		04356		06222	07192		09115	10118	12503	13748	14914	18498	20071	20865	21635	22458	23780
	01648	04363	05188	06253			09117	10129	12505	13757	14945	18509	20084		21644	22469	23835
00218	01692				07214		09227	10138	12514	13759	15431	18520	20106		21653	22471	23846
00220	01743	04376			07223	08039	09269	10149	12516	13761	15618	18524	20115	20887	21657	22473	23855
00229	01747	04387	05223	06277	07225	08059	09273	10151	12527	13768	15625	18531	20117	20898	21668	22480	23857
00240	01910	04396	05234	06279	07238	08070	09278	10158	12558	13770	15717	18883	20128	20909	21688	22482	23875
00260	02216	04409	05243	06281	07243	.08081	09280	10160	12571	13779	15726	18887	20139	20920	21690	22493	23934
00372	02229	04438	05256	06286	07256	08083	09304	10162	12578	13781	15739	18892	20161		21701	22504	23945 23947
00392 00403	02240 02242	04442 04444	05263 05276	06288	07258	08092 08094	09306 09311	10195	12615	13788 13792	15750 15772	18898 18905	20170 20181	20940 20942	21710 21743	22524 22526	24152
00405	02251	04451	05289	06299	07269 07287	08101	09337	10204 10250	12624 12626	13801	15783	18916	20185	20953	21754	22537	24161
00436	02253	04453	05291			08103		10272	12725	13803		18936	20192		21767	22557	24286
00458	02273	04462			07291	08125	09346	18201	12734	13812	15825	19026	20194		21787	22559	24473
00460	02275	04464				08127		10283	12747	13821	15836	19028	20203	20964	21789	22570	24484
00493	02286	04466	05331	06334	07313	08136	09368	10558	12756	13823	16113	19048	20205	20973	21811	22579	24493
00504	02297	04473	05333	06343	07344	08138	09401	10569	12758	13836	16115	19050	20216	20997	21822	22614	24495
00506	02330	04497	05353			08160		10580	12767	13847	16122	19059	20236	20999	21831	22616	24497
00513	03065	04517	05357		07348				12778	13849	16124	19070	20247	21004	21833	22623	24504
21500	03067		05366	06365	07357		09434	10591	12791	13869	16135	19081	20269	21006	21842	22625	24506
00537	03074		05368	06387	07379	08457	09436	10593	12802	13871	16144	19105	20271	21019	21844	22636	24517
00548	03177	04530	05377	06389	07390		09449	10701	12804	13880 13900	16157	19112 19114	20282 20291	21039 21041	21851	22647 22669	24528 24550
00557 00568	03197 03199	04539 04543	05379 05397	06409 06411	07408 07421	0849 0 08499	09454 09480	10864 10875	12811 12822	13902	16168 16199	19116	20291	21050	21855 21866	22678	24568
00588	03206	04548	05399				09489	10877	12826	13913	16201	19125	20357	21052	21884	22691	24570
005645	03208	04552	05408		07434			10888	12837	13922	16212	19138	20379	21063	21888	22700	24581
00658	03210	04559	05472	06451		08512		10897	12855	13935	16223	19151	20381	21083	21897	22722	24603
00669	03219	04563	05494	06453		08521	09511	10899	12857	13944	16232	19158	20390	21094	21908	22733	24605
00680	03221	04570	05507	06455	07489	08543	09537	10901	12866	13946	16287	19160	20392	21096	21910	22735	24612
00702	03274	04583	05509	06462	07500	08545	09546	10908	12901	13966	16289	19169	20399	21105	21917	22744	24616
00711	03287	04585	05553	06466		08554			12910	14008	16296	19180	20401	21118	21919	22757	24618
00722	03296	04594	05562		07513				12912	14012	16309	19189	20403	21149	21930	22766	24623
00733	03316	04596	05564		07520		09568	10954	12923	14021	16311	19193	20405	21182	21932	22779	24634
00735	03318	04603	05573	06499		08565	09579	10976 10987	12934 12952	14023 14025	16331 16344	19213 19215	20423 20425	21184 21195	21941 21943	22799 22810	24636 24649
00742 00755	03375 03382	04616 04620	05584 05586		07553 07555	08587	09601	11060	12956	14032	16353	19228	20445	21204	21963	22812	24658
00777	03384	04625	05606		07564	08589		11073		14034	16355	19235	20467	21206	21965	22819	24660
00788	03408	04627	05608		07577			11121		14036	16366	19237	20491	21208	21976	22854	24680
00790	03421	04671	05626	06583	07588	08598		11273	12976	14045	16375	19248	20500	21224	21994	22856	24682
00797	03430	04702	05630		07595	08602	09621		12985	14054	16388	19259	20502	21230	21996	22867	24691
10800	03432	04706	05705	06596		08644			12987	14056	17112	19378	20513	21239	21998	22878	24702
00803.		04713	05707	06607		08653	09645	11306	12989	14067	17125	19380	20522	21248	22031	22885	24706
80800	03441	04715	05716	06618	07619	08666	09665	11667	12998	14087	17136	19389	20546	21250	22040	22887	24713
00812	0346 i	04737	05718	06620	07623	08695	09678	11669				19391	20555	21259	22042	22896	24726
00900	03496	04781	05749		07630	08697	09691		13009		17156	19455	20566	21270	22053	22898	24735
00909	03586	04805	05762	06730					13022	14366	17171	19464	20568	21272	22064	22900	24737
00911	03758	04816	05769		07650	08743			13031	14382	17178	19545	20577	21281	22097	22920	24746
	03760	04823	05782		07652	08754		11810		14384	17191	19556	20579	21283	22106	22931	24748
	03769	04827	05784		07674			11812			17200	19565	20590	21292	22139	22964	24757
00931	03967	04845	05786		07689 07698			11821 11830		14406	17202 17279	19569 19578	20599 20601	21294 21307	22152 22161	22986 22988	24878 24880
00933 00940	03980 03991	04849 04869	05804 05815		07707	08783 08785	09821 09832	11832		14408	17290	19600		21314	22163	22999	24889
00940	04013	04873	05819		07718	08787	09850		13196		17297	19609		21316	22172	23008	24891
01043	04022	04880	05824		07729		09852			14507		19611		21323	22174	23019	24900
01054	04024	04889	05828	06851				11867				19622	20621	21325	22185	23021	24902
01056	04033	04891	05830		07762	08818		11889	13209	14529	17321	19640	20623	21338	22205	23041	24924
01063	04035	04902	05859	06871	07777	08853		11898	13262		17323	19642	20632	21347	22207	23043	24935
01065	04057	04904	05870	06893	07782	08862			13328	14551	17475	19829	20636	21349	22238	23054	24942
01085	04068	04913	05879	06895	07784	08873	09887	11995	13339	14553	17506	19831	20654	21358	22249	23056	24955
01094	04088	04915	05883	06915				11999			17508	19833	20656	21360	22251	23065	24968
86010	04090	04926	05892		07808			12032				19842	20667	21369	22271	23085	
01129	04108	04935	05894	06950	07817	08895			13374		17523	19851	20678	21380	22295	23096	
	04!19	04957	05905	06981	07819	08897	09953				17532	19871	20687	21382	22306	23098	
		04968	05916	07005	07837	08908	09962			14716	17565	19875	20698 20700	21402	22315	23107 23109	
		04970 04977	0592 9 05934	07025 07027	07839 07841	08928 08939	09964 09971	12065 12074	13396	14725 14738		19884 19888	20722	21404 21435	22317 22324	23116	
	04167	04981	05938	07036	07852	08950	09975		13407	14745	17576	19897	20731	21437	22326	23129	
	04178	04999	05947	07038	07861					14760		19928	20740	21468	22328	23131	
01197	04189	05012	05949	07047	07874	08961	09997	12109	13550		17583	19939	20742	21470	22337	23138	
01239	04222	05014	05960	07058	07885	08963	10019	12118	1356ī	14780	17717	19965	20744	21492	22339	23142	
	04242	05025	05969	07069	07887	08972		12131		14782		19974	20755	21501	22348	23153	
01274	04244	05034	06035	07071	07905	08974	10041	12149	13583			19976	20764	21532	22350	23193	
	04262	05047	06090	07073	07907		10050	12151	13585	14791		19985	20775	21534	22357	23219	
01428	04264	05056	06092	07080			10052	12164	13691	14793	18357	19987	20788	21536	22359	23230	
01448	04266	05058	06134	07082	07940	08994	10061	12175	13693	14802 14813	18366	19996 20005	20797	21547	22361	23536	
01450 01481	04277 04286	05067	06136 06147	07095 07124	07942 07951			12184 12186		14813	18410	20005	20810 20821	21556 21558	22370 22383	23538 23547	
	04297	05091 05113	06156	07148	07967	09003	10003	12197				20029	20823	21567	22390	23622	
								12208									
7.5.5	J				-,	3.201				•							

The above Debentures will be paid upon surrender of the Debentures, accompanied by all interest coupons appertaining thereto maturing after March 15, 1986, at The Bank of Nova Scotia Trust Company of New York, 67 Wall Street, New York, N.Y. 10005, U.S.A., or at the option of the holder, at the offices of the following paying agents specified on the Debentures and also the Bank of Bermuda.

> The Bank of Nova Scotia 33 Finsbury Square London, EC2A 1BB The Bank of Nova Scotia

The Bank of Nova Scotia 66 Boulevard de L'Imperatrice, B-1000, Brussels.

4 Friedensstrasse, D-6000 Frankfurt Am Main. The Bank of Nova Scotia 30/32 Westblaak, 3002 Rotterdam.

Kredietbank S.A. Luxembourgeois 43 Boulevard Royal, P.O. Box 1108 Luxembourg.

Bank of Bermuda, Front Street, Hamilton, 5-31, Bermuda.

The interest coupons maturing on March 15, 1986 should be detached from the Debentures and cashed before presentation. If such Debentures are presented for payment without all interest coupons appertaining thereto which mature after March 15, 1986, the amount of the missing unmatured coupons will be deducted from the principal amount due for payment. All interest on the Debentures so redeemed shall cease to accrue from and after March 15, 1986.

The following Debentures previously redeemed on the dates indicated have not been presented for payment.

March 15, 1985	00106	00129	00134	00211	00507	00541	00545	00547	00550	00552
	00556	00561	00563	00569	00573	00574	00578	00583	00651	00655
	00656	00657	00668	00673	00677	00682	00684	00688	00689	00690
	00693	00695	01234	01305	01515	01684	01740	04578	01745	04648
	04649	04692	04693	04694	04699	04703	04785	04792	04819	04825
	04879	04881	04886	05028	05528	05645	05766	05777	05781	06039
	06756	06761	06910	07684	07696	07697	07702	07706	07717	07735
	07739	07756	07761	07763	07768	08872	08879	08888	08901	08905
	08921	08938	08943	08949	08955	08956	08960	08967	08973	08976
	08982	08988	08989	08993	12007	12009	19542	19558	19559	24498
	24499	24503	24514	24525	24532	24541	24558	24565	24569	24576
	24582	24602	24613	24624	24626	24629	24646	24647	24690	24708
•	24719	24723	24729	24734	24740	24745	24751	24752	24756	24767
	24774	24932	24933	24937	24954	24959	24960			
March 15, 1984	00551	00694	04698	04708	04820	05776				

Dated this 12th day of February, 1986. J.C. LeBelle, Treasurer

Imps gets breather in bid **battle**

By Martin Dickson

Imperial Group, which is fight-ing a £1.80n takeover bid from Hanson Trust, has been released by the Takeover Panel from the normal timetable governing bid battles.

The ruling has been made because the Government is taking an unusually long time in deciding whether or not to refer to Monopolies Commission either the Hanson bid for Imperial or Imperi imperial's rival plan for a merger with United Biscuits. An announcement is now likely later this week.

Yesterday was the 39th day of the Hanson bid, which is normally the last on which a defending company can publish significant information, including profits forecasts. With the agreement of Hanson, the panel is allowing Imperial to make day 39 the one after the announcement of a referral decision.

Two other important data will

Two other important dates will be extended by the same amount of time—day 46, the last on which a revised offer can be made, and day 60, the final day of the battle. But the ruling does not affect the next closing dates of the two offers.

Britvic and Canada Dry Rawlings unveil agreed merger plan

BRITVIC, the mixed drink and merger have not been disclosed fruit juice subsidiary of Allied and subject to Office of Fair Lyons, confirmed yesterday that Trading clearance it will take it is to merge with Canada Dry place from March 3. The new Rawlings, the soft drinks maker company will have just under owned by Bass and Whithread.

Rese with \$2 per cent of IIK soft drinks husiness owned by Bass and Whithread.

Bass, with 65 per cent of UK soft drinks business.

Canada Dry Rawlings, will Britvic, ranking fifth in the manage the new soft drinks business and will have 50 per been seeking for some time a cent of the shares with Allied suitable partner to develop its large 50 per cent.

cent of the shares with Allied
Lyons and Whitbread each owning 25 per cent.

Mr Ken Richards, a director of Bass, will remain chairman of the business which will retain existing trading names. The profit of £1.3m on sales of £73m in the year to September 30 is Britannia Soft Drinks whose is Britannia D

Burmatex second half lift

made, and day 60, the final day of the battle. But the ruling does not affect the next closing dates of the two offers.

FOR THE tenth year in succession Burmatex, the West Yorkshire-based maker of carpet and carpet and carpet tiles, has reported record profits and sales. The result was achieved with a 41 per cent increased into a conditional agreement to acquire REC for a consideration of £1.5m, to be satisfied by the issue of 1.11m Young ordinary.

Arrangements have been made to place the new shares at 135 Jrp each.

Arrangements have been made to place the new shares at 135 Jrp each.

Loss of £0.24m by CPS Computer

AS THE company warned last month CPS Computer Group fell into loss in the second half of 1984-85, wiping out the interim profits of £602,000.

Although directors expecting an improvement at the halfway stage the USM-quoted computer distributor reported a loss for the year to the end of September 1985 of £243,000, in line with last month's forecast of between £200,000 and £250,000. In the previous year the group profits of £2.27m.

The result was achieved on turnover up from £37.26m to £41.7m.

From continuing activities a loss of £70,000 was incurred against a profit last time of £2.55m and discontinued activities suffered losses of £173,000 against losses of £279,000.

There was a tax cerdit of £708,000 (debit £276,000) and an extraordinary credit of £59,000 (nil) leaving earnings per 20p share of 1.9p (1.8p). The directors are proposing an unchanged final payment of 0.7p, making a same-again total of 1p.

Board changes give Tranwood £1.5m injection

BY LIONEL BARSER

The group is headed by Mr Nicholas Oppenheim, 38, a finan-cier who is to become chairman of Tranwood. Four new direc-tors are to be appointed.

The management changes follow a deal announced yesterday whereby Mr Oppenheim and some new institutional and private investors are to subscribe for new shares at 12p in Tran-wod and for Tranwood to make a one for four rights at 11 per share.

A GROUP of new investors is tor four rights issue will be underassume control of Tranwood, the written by Scottish General hosiery group's board announced yesterday.

The group is headed by Mr The new investors are institutional of the controlled by Mr Oppenheim. The proup is headed by Mr The new investors are institutional and private clients of Phillips and Drew, stockbrokers, SCH and some of the clients and SGH and some of its clients, and four new directors: Roy Oliver, Felix Callonder, Alexander

Cassels and Gilbert Chalk. A major shareholder, Beulox an industrial holding company, will sell 4m shares to some of the new investors at 12p per share. Benlox has been an investor in Tranwood for four

The arrangements will result in a capital injection of £1.5m in Tranwood, which has recently returned to profitability.

In the year to January 1985, Tranwood made £119,000 pre-tax profits on turnover of £5m. The group is forecasting a profit for the current financial year of not less than £170,000.

Under the rights issue, 7.37m new shares will be offered at 11p per share. Those investors who have purchased the 4m shares from Benilox will take up the attached rights, as will Benilox on the rights issue, 7.37m new shares will be offered at 11p per share. Those investors who have purchased the 4m shares from Benilox will be offered at 11p per share. Those investors who have purchased the 4m shares from Benilox will be offered at 11p per share. Those investors who have purchased the 4m shares from Benilox will be offered at 11p per share. Those investors who have purchased the 4m shares from Benilox will be offered at 11p per share. Those investors who have purchased the 4m shares from Benilox will take up the attached rights, as will Benilox will take up the attached rights, as will be offered at 11p per share. Those investors who have purchased the 4m shares from Benilox will take up the attached rights, as will benilos from the per control of the first the subscription and the rights as will be offered at 11p per share. Those investors who have purchased from Benilox will take up the attached rights, as will be offered at 11p per share. Those investors who have purchased from Benilox will take up the attached rights, as will be offered at 11p per share. Those investors who have purchased from Benilox will take up the attached rights, as will be offered at 11p per share. Those investors who have purchased from Benilox will take up the attached rights, as will be offered at 11p per share. Those investors who have purchased from the per character of the first the subscription and the rights are from Benilox will be offered at 11p per share. Those investors who have purchased from the per character of the first th

Westminster Property wound up

The Westminster Property The Official Receiver was Group, formerly owned by appointed provisional liquidator controversial financier Mr Jim Raper. received a winding-up in October last year after the

BOARD MEETINGS

The following companies have notified dates of board meetings to the Stock Exchange. Such meetings are essually held for the purpose of considering dividends. Official indications are not available as to whether the dividends are interims or finals and the subdivisoins shown below are based mainly on last year's timetable.

TODAY

Interims: TR City of London Trust.
Finals: Copenhagen Handelsbank, General Consolidated Investment Trust. Reuters, Scottlish American Investment, Securicor, Secur

ders IXL

dountleigh
durnsy income Trust
durnsy income Trust
lane Industries
frogmorton Secured Growth
Trust
Finals
Finals
Innovernment Trust
Innovernment Trust

BANCO DI NAPOLI INTERNATIONAL S.A.

U.S.\$150,000,000 Floating Rate Subordina Notes Due 1997

81/1% per ann

For the six months 10th February

1986 to 11th August 1986 the

Notes will carry an interest rate of

Amount of US\$410.76 per

US\$10,000 Note, payable on 11th

Bankers Trust Company, London Agent Bank

LADBROKE INDEX 1,190-1,194 (-2)

Based on FT Index Tel: 01-427 4411

Raper, received a winding-up order on Monday from Mr Company's share capital was Justice Scott in the High Court, shown to have passed from The petition of the Secretary of State for Trade and Industry was unconfested and supported by a creditor.

Raper, received a winding-up order last year arter the company's share capital was have passed from Milbury plc to Saint Piran and then to Crinkleleaf NV, a company registered in the Dutch Antilles.

DIVIDENDS ANNOUNCED

		Current	Date of s	Corre-	Total for	Total	
						last	
		payment		div.	year	year	
1	Amstradint.	4.96	April 11	0.32	_	0.94	
1	Burmatex	3.75	_	3	5.75	5	
1	CPS Computer	0.7		0.7	1	·ĭ	
4	D. J. Security Alarms	0.85	May 14	0.3	·15	1.3	
1	English & NY Trust	1.5	April 18		2.5		
	General Funds		April 10	1.35	2	2.5 1.9	
	Meldrum Inv. Trust	3.5	April 10	3.0	5.5	4.5	
1	Nevi Baltieint	1.5	May 10	1	_	_	
1	Our Pricetint,		April 10	1.5	_	5	
1	Stonehill Holdingsint.	3.0	April 9	3.0		· 6.0	
1	Utd Packaging;int.	1.4	April 2	1.2*	_ -··	2.7*	
ı	Vantage Secs	1.2	March 12	1.05	1.6	14	
ı	Dividends shown in penc	e per sh	are except	where o	thervi	se stated	L
	BT animalant after all						

*Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues. ‡USM stock. §Unquoted stock.

BAGGERIDGE BRICK

The Forty-Second Annual General Meeting of Baggeridge Brick Public Limited Company was held on February 11, 1986, at the Midland Hotel, Birmingham. The following is an extract from the statement by the Chairman, The Hon. P. A. Ward, circulated with the Report and Accounts.

Record profits and increased dividend

I am pleased to report record profits for the third consecutive year. The profit on ordinary activities before taxation for the year ended 30th September, 1985 was £1,750,799 compared with £1,595,759 in 1984.

A further contribution to the profit was made by the sale of part of our worked out clay pit at Himley, which resulted in the profit after tax being £1,349,050. Last year the profit after tax was £1,097,196.

The Directors recommend that a final dividend be paid of 1812% which, with the interim dividend of 9%, will total 2712% for the year compared with 25% last year.

The year's achievements

All three works improved their performance over last year with Kingsbury, in particular, starting to make a considerable contribution to profits following the successful introduction of its new brickmaking plant during the summer of 1985. Natural gas has now been installed at all our works, the last, at Hartlebury, having been connected in July. The Impact of this on the profitability of the Hartlebury works will take effect in the next financial year.

The future

We have entered the current year with confidence. The new factory under construction at Hartlebury is scheduled for completion in the summer of 1986. This works will be equipped with the latest automated machinery and tunnel kiln and will increase substantially our facing brick production for the housing market.

The improvements to production facilities already reported, together with planned additions to our product range of pavers and special shaped bricks, will ensure that we are well placed for the future. These changes should all start to make a positive contribution in the current year and help to defray the anticipated higher interest charges Incurred by our increased borrowing and commissioning costs of the new Hartlebury factory which will constitute a major development for the Company.

The report and Accounts were adopted.

(Incorporated in the Republic of South Africa) (Registration No. 05/32379/06)



INTERIM RESULTS FOR THE SIX MONTHS ENDED 31 DECEMBER 1985

Income before taxation—Rm Taxation—Rm Preference Dividend—Rm Surplus on realisation of investments	Six months to 31/12/1985 38.9 (8.3) (8.3)	Six months to 31/12/1984 34.3 (1.0) (0.4)	months (30/6/198 69.1 (3.8) (0.7)
after tax—Rm Written off investments—Rm	5.6	1.3	1.7 (7.1)
Income after taxation—ftm	43.9	34.2	59.2
Ordinary shares in issue (000's) Earnings per share—cents:	33,790	32,336	32,336
excluding investment transactions	713	102	200
including investment transactions	130	106	183
Dividends per share—cents	75	65	170
Investments at market value/directors	31/12/1985	31/12/1984	
valuation—Rm	1.420	1.008	
Not asset value (cents per share)	4,031	3,077	
	-		

In December 1985, 1,454,600 new ordinary shares were issued as part consideration for the acquistion of 5,1/8,494 shares in Trans-Natal Coal Corporation Limited. The new shares issued rank for the interim dividend now declared.

No adjustments to the provision for writing down investments have been made in the above figures at 31 December 1985 as the provision required is calculated at the company's financial year end and is related to market prices ruling at that date.

INTERIM DIVIDEND No. 46 declared on 11 February 1986 — Payable on 3 April 1986 Amount per share 75 cents-Currency conversion 24 March 1986

Copies of the full interim report may be obtained from the office of the London Secretaries, 30 Ely Place, London EC1N 6UA

حكذا من الاصل

FT COMMERCIAL LAW REPORTS

Lloyd's syndicate wins interest on reinsurance damages

EDMUNDS v ADAS
Court of Appeal (Sir John
Donaldson, Master of the
Rolls, Lord Justice Stephen
Brown and Lord Justice
Parker); February 10 1986

RIDGE

and at Grape 🚘

أبكا فكنسرة جوري

12 1 . W. Cong

The second section of the second and the second

Coroc diale

of the blu large

The second second 5 74 5 PM

erritan nadeli

fill Little or their

.त नक्ष भ व है है। : १८८१ की प्राथ

्र १७३० श्रीसभारतम्

The state of the

200

The second second

James of Burk 1888

grown, the wall!

2000年 - 1920年 | 1885年 N. C.S. The real Parties State

100 may 4705 The state of the state of

, , **.**

44-44-TP-775 178 SG or some institute and 14 ... 14 (15 T 15 (15)

then ather

in pursuance of a judgment in fore be statutory. The only re-the proceedings) the defendant levant provision was section 35A only, shall be liable to pay the plain of the Supreme Court Act 1981. But it was not a judgment for

ON A claim for damages and falled to pay what was due, amounting to £10,046 and interest the court has power to give judgment on Hability and to award interest though an amount equal to the principal sum was paid by the defendant and accepted by the plaining febres trial of the defendant and accepted by the plaining febres trial of the defendant and accepted by the plaining febres trial of the defendant and accepted by the plaining febres to have action. Mr Edmunds's solicitor two bankers' drafts for the sums calciumed, in settlement of your clients' claims in the sums calciumed, in settlement of your clients' claims in the sums calcium for the sum of the claim for interest. The court of Appeal so held were accepted in the sum of the claim for an arrange of the other members of Lioyd's synthesis to all the courts when the courts being accepted in fall synthesis to all the courts when the claim for the court of the claim for the court of the

CONTRACTS

Plessey wins £7m Navy order for display consoles

PLESSEY has been awarded a MEPC has awarded a 54.8m con-tract to COSTAIN CONSTRUC-tion of modular display consoles building consisting of basement, as part of the Ferranti computer ground and six floors plus plant assisted command systems TION for the construction of a as part of the Ferranti computer assisted command systems (CACS 4) for the Type 23 frigates, the latest ships ordered for service with the Royal Navy. The displays in CACS are the link between the man and the link between the man and the link between the man and the operational functions such as picture compilation, aircraft and weapon control, and command appreciation. Of special significance is the fact that the technology is not pushed to its known limits, ensuring that the performance can be maintained under high data loads. The user's need for clarity headed the list of priorities for the system and to this end the deflection system uses a specially designed printed deflection emil and rooms will be finished in Lincolnshire handmade facing brickwork. Plant rooms will be situated in the basement and at roof level the contract has a duration of 78 weeks.

APPOINTMENTS Group chief executive for Honeywell UK

ing its information systems and Mr Tem control systems operations in director. the UK and Ireland. Mr Brian director. Leng, vice chairman, Honeywell Ltd, and vice president and managing director, Honeywell Information Systems Ltd, to the newly-created post of vice chair-man and group chief executive, Honeywell Ltd. Mr Long and Dr Jim McGregor, chairman, Honeywell Ltd, will continue to work together in the strategic development of the JIK bust. development of the UK businesses. Mr Leslie Forrester, nesses. Mr Lessie Fortester, deputy managing director, Honeywell Control Systems, is promoted to managing director. This post includes marketing, sales and services responsibilities for Control Systems and Control Product the Honeywell

appointed to the board of Honeywell Ltd.

RUSH & TOMPKINS GROUP has appointed Mr Nigel D. Dunnert to the board as finance director. He was previously finance director of Howard Machinery. Mr M. P. Snasdell has been appointed company secretary. Both appointments are from March 3.

Mr J. A. Theophilus has been appointed finance director of LONDON & METROPOLITAN ESTATES. He was previously group finance director of Rush & Tompkins Group.

EUROTHERM, has promoted Mr Tem Ridley to marketing director. He was engineering

appointed managing director of THE CONTINENTAL TRUST, the Schlumberger-Primat family the Schlumberger-Primat family controlled private banking company, and will also be retaining his other directorships. Mr Philip Reid has been appointed an assistant director. An advisory committee has been formed and the following have agreed to act: Sir Peter Gadsden, Sir David Nicolson, Sir John Rodgers, Mr David Fletcher, and Mr Reiner Hoenig.

FIRST LEISURE CORPORA-TION has appointed Mr John Conian and Mr James Nayfor as joint group managing directors. Lord Delfont becomes executive

YULE CATTO & CO has appointed Mr Alex Walker as group chief executive from August 1. Mr A. Keewn will then become non-executive vice-

Mr Seymour Fortescue, a general manager of Barclays Bank, has also been appointed a non-executive director of MER-CANTILE CREDIT COMPANY.

* . Mr Edward Cumming-Bruce and Mr Martin Hornby have joined the partnership of LAURENCE, PRUST & CO. stockbrokers.

Mr Paul Lever has been appointed managing director of CROWN PAINTS from March 1. He is chairman and managing director of Darius Industrial

Mr Anthany Hepper has been appointed chairman of LAMONT AND PARTNERS. His existing directorships include Foreign & Colonial Pacific Investment Trust and Cape Industries.

Mr Peter Goodwin is to be services manager (Coventry) in addition to being a deputy staff manager of EQUITY & LAW. Mr John Smith becomes deputy services manager (Coventry); Mr John Smith becomes deputy services manager (Coventry); Mr David Brown assistant underwriting manager; and Mr Chitton operations for the newly-formed company, STANNAH LIFTS

SERVICE.

**

director of Darius Industrial Investments.

Mr Peter Goodwin is to be services manager (Coventry) in manager of EQUITY & LAW. Mr John Smith becomes deputy services manager (Coventry); Mr David Brown assistant underwriting manager; and Mr Chitton operations for the newly-formed company, STANNAH LIFTS

SERVICE.

**

The following appointments have been made by MARDON PACKAGING INTERNA-

The following appointments have been made by MARDON PACKAGING INTERNATIONAL At Smith Brothers SERVICE.

**

From April 1, Mr R. M.

Everett, managing director of THORN EMI LIGHTING, becomes vice chairman and Mr R. D. H. Bryce is appointed managing director. Mr Everett foined the lighting company's board in 1969. Mr Bryce transfers from Thorn EMI Datatech where he is managing director.

**

Following the buy-out of the J. J. Lloyd Instrument companies LLOYD INTERNATIONAL has made the following board appointments. Mr Michael J. Love, managing director on division, becomes director, open top can division, becomes director of Mardon Composites in succession to Mr G. McLetland who has left the Group to pursue of the general line metals been appointed a director of HARLOW UEDA SAVAGE (STERLING).

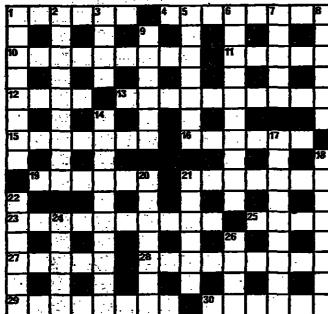
**

Mr Bryan K. Johnson has been appointed managing director of Mardon Composites in succession to Mr G. McLetland who has left the Group to pursue of Mr D. Verill has pointed who has left the Group to pursue of Mr D. Verill has pointed who has left the Group to pursue of Mr D. Verill has pointed to the board of division, pretaining over all responsibility for the can business. Mr N. S. Smith

FT UNIT TRUST INFORMATION SERVICE







ACROSS

1 Pass to see around circuit?
(6)
4 Calumniates foreign leader
7 Country demanding feature-

4 Calumniates foreign leader in arts fracas (8)

16 Bankrupt figure outwardly overbearing (9)

17 Fashion sound steps (5)

18 Soldier in control (4)

19 Opposed to musicians having prohibited goods (10)

19 Did business and paid for drinks (7)

10 Turn gown round under constraint (6)

10 Sets forth conditions (6)

11 Country demanding feature article (5)

12 Flam's uniform (6)

13 Still looking for sound writing materials (10)

17 Incomplete monument to politician authorised by law (9)

18 Turned about and went back (8)

29 Plan to take number of soldiers (7)

16 Turn gown constraint (6)

19 Sets forth conditions (6)

21 Hotel setting out speedboat (7)

23 Disturb girl's entertainment (10)

26 Plan to take humber (7)

27 Soldiers (7)

28 Plan to take humber (7)

29 Plan to take humber (8)

20 Plan to take humber (7)

20 Oriental lawyer having to succeed in getting girl (6)

22 Clears away fish on board (5)

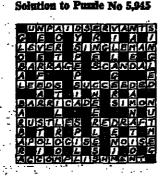
27 Certain diamonds found in the country (5).
28 Club angry at Teutonic decoration (4, 5).
29 Carrying put regrets.

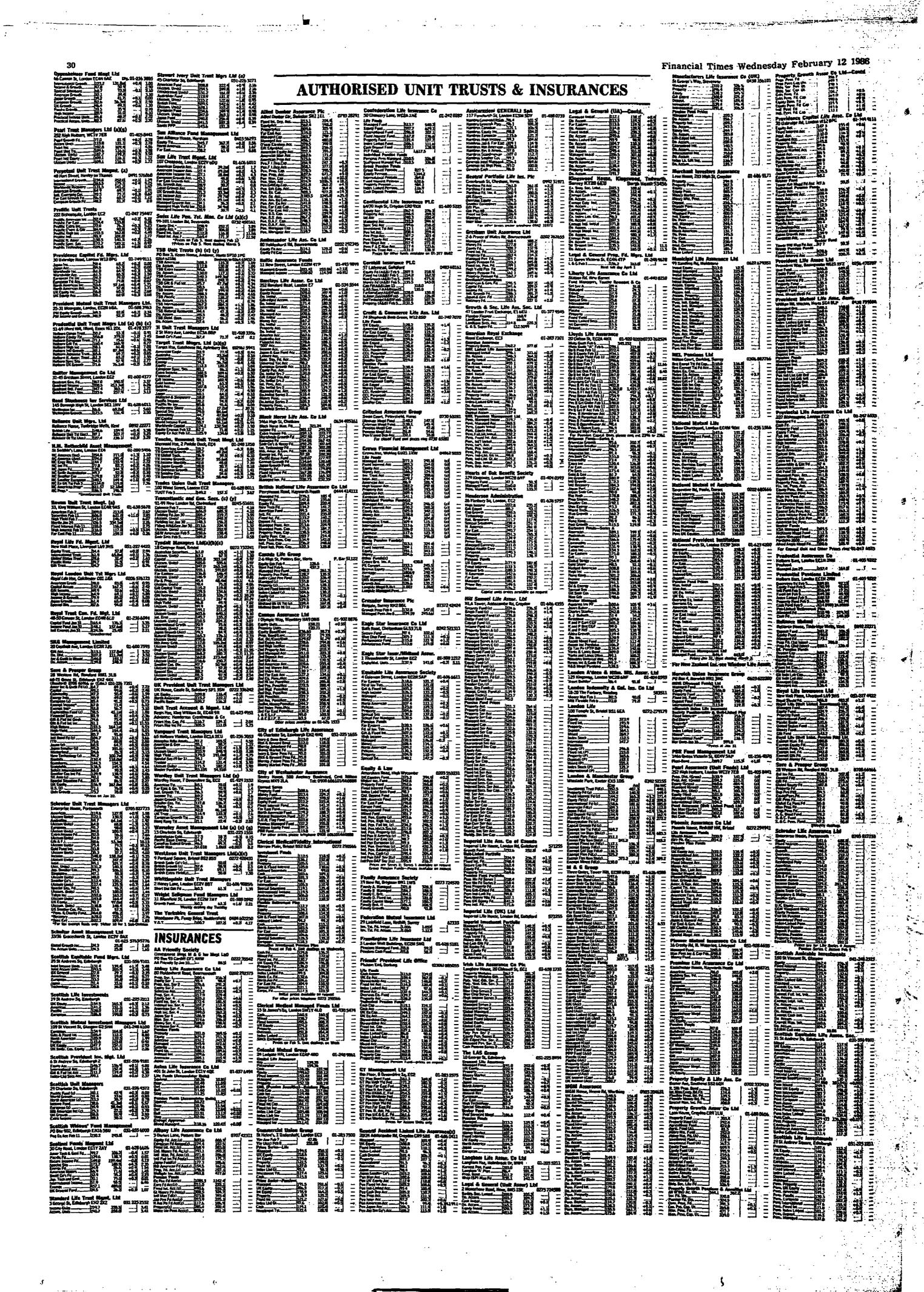
decoration (4, 5)
29 Carrying out certain tests
when speaking (8)
30 Worn by journalist after
brawl (6)

DOWN .

1 Assembling gear? Time to leave the country (8) 2 Sailors can get net tangled though refraining from 3 Solitary fish (4)

5 Went round gallery without





Financial Times Wednesday February 12 1986 INSURANCE, OVERSEAS & MONEY FUNDS

| Second Control of the Control INSURANCE, OVERSEAS & MONEY FUNDS | Page Care Act | Page otation Marie de la companya Sentimes Life pic
2 Eyes Street Hill, 2C1 RSAE
Presion Hund (Acc) 1573
Presion Hund (Acc) 57.2 Pentine May (Acc. 2573 57.2)
Pentine May (Acc. 2573 57.2)
Situatedia Uffe Assumance Co Util
Franchiser May, Nethon Gin, Santhameton
Situates Univ. 704.5
Situatedia Uffe Assumance Co Util
Franchiser May, Nethon Gin, Santhameton
Situates Univ. 704.5
Situatedia Uffe Assumance
Situates Univ. 704.5
Situatedia Uffe Assumance
Situates Uffe Assuman Trident Life Assurance Co Ltd Tentricings Wells: Equitable

Abby Cont. Towardsh Wells

1th Assessment

122.9

222.4

234.0

244.0

254.0

254.0

254.0

254.0

254.0

254.0

254.0

254.0

254.0

254.0

254.0

254.0

254.0

254.0

254.0

254.0

254.0

254.0

254.0

254.0

254.0

254.0

254.0

254.0 Typedral Action access 77.72

Typedral Action access 77.72

Total Action access 77.73

Total Action ac Gerands 100,5
marile Franchispies Flucies
marile Franchispies Flucies
marile Franchispies Flucies
mariles Turneld 100,5
mariles Structupic Metals Gerp pic Mirtal Funds
Structupic Gerp pic Mirtal Funds
S Strategic Metal Trust Magra. Ltd.

Strategic Metal Trust Magra. Ltd.

48 Anat Street, Despis, 16th
Sensor, Makel Tr., 152,449 0.54-ci
Strangicki Management Limited
P0 Box 315, 5t Noter, Jasey
Grandity Trust. — 160.76 85.cii
TSB Trust Franck (£.1) | Section | 1962 | 1964 | 1965 | 1966 | 1965 | 1966 | 1965 | 1966 | 1965 | 1966 | 1965 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 | 1966 158 Trest Finds (C.I.) | Compared TRADITIONAL OPTIONS

TRADITION Takye Pacific Habiings NV telepis Management to NV, Carache May per since \$140,37

THE STATE OF THE S

100 mm 10

Fred

MULES

TAL NUMBE

· 6''

1.00

143711.3 10 (11 PM) 10 (11 PM) 10 (11 PM) 1 中国

The second secon

2 257

pale

PLATERIM SO troy or S/trey or

640.6

637.\$

US faces sugar imports dilemma

BY NANCY DUNNE IN WASHINGTON

However, it could provoke a claim that the profits of the serious row with Caribbean Caribbean Basin Initiative leaders, whom Mr Reagan is do to meet in Grenada towards the losses from sugar exports. With end of this month.

The trouble stems from a The trouble stems from a decision by Congress to maintain sugar price supports at 18 cents a pound. As a result, the Farm Act signed by the President in December calls either for a reduction in US sugar import quotas or for other steps to reduce sugar loan forfeitures to the Government. to the Government.

However, the Caribbean countries which supply much of America's cane sugar imports are sure to protest if the US sugar quota is once again

'They're in a real dilemma."

The issue was due to be re-by the State Department, has ferred to President Ronald already attempted to ease the Reagan after the failure of pain of American sugar quotas lower-level officials to resulve it. (CBI) have been wiped out by losses from sugar exports. With a surplus of sugar in the US market, the Department of Agri-culture (USDA) was forced to cut the 1986 quota but the re-duction — to 1.85m short tons — was less than really needed to maintain prices.

Now, the word around the commodity trading pits is that the Administration will once again seek to cushion the blow again seek to cushion the blow to the CBI countries by dropping the quota by just 300,000 EEC Ministers to press for short tomes, according to Mt higher prices in the face of Norman Barakat an analyst resolute opposition from EEC with Smith, Barney, Harris, Tipham and Co. Upham and Co.

To maintain the domestic

THE US Government was yesterday considering an embarassing dilemma over a cut in the
country's sugar import quota
called for in the recently-passed
Farm Act.

The administration, urged on
by the State Department has

said Ms Carolyn Blaydes, an adde to Congressman Thomas
ment, the cut should be double
that amount, Mr Barakat said.

Meanwhile, maize sweeteners
domestic sugar support prices.

The administration, urged on
by the State Department has running and bitter feud between ing an increasing share of the US market. And the USDA the two blocs over sugar.

Under a special deal, the 13

ACP sugar producers may export 1.3m tonnes of cane which also supported honey prices and has on hand stocks of honey as well as sugar —

has announced a new promotion campaign to urge Americans to The Administration is also struggling with the provision in the Farm Act that mandates expenditure of \$2bn over three ears on the so-called export

enhancement programme.
Officials said yesterday that
they were drafting legislation
to make that provision discretionary rather than mandatory. from Rruscels

They said the growers among pound.

LONDON **MARKETS**

ZINC PRICES on the London Metal Exchange continued to slide yesterday as producers announced a new round of cuts in their European selling prices. Most producers reduced their prices by \$30 to \$670 a tonne, in line with market expectations, but market leaders Metallgesell-schaft and Billiton both went days \$50 to \$650 a tonne. down \$50 to \$650 a tonne.
On the LME the cash quotation added £6.50 to Monday's £11.50 fall, taking the decline in the past week to £28. The renewed weakness of the market is generally attributed to signs that last year's production cutbacks have not bitten as deeply as according and the contract will expected and that output will remain substantially above sagging demand. LME ain-minium was also weak, partly minium was also weak, partly reflecting sterling's firmness, but also on speculative selling sparked off by the break-down of builish chart patterns. The cash quotation, which gained £16.50 last week, lost £18.50 at £770.50 a tonne, taking the fall so far this week to £34. A £16 fall which took cash higher grade copper down to £980 a tenne was influenced by a larger-than-expected overnight fall in New York, which triggered stop-loss selling in London.

LME prices supplied by Amalgamated Metal Trading.

ALUMINIUM Unofficial + or close p.m.) - E per tonne

Official closing (sm): 775.5-6.5 (790.5-1), three months 804-5 (820-1), settle-ment 776.5 (791). Final kerb close: 804-5. Turmover: 27.800 conses. COPPER

Highergrade close High/low Official closing (am): Cash 985-5 (995.5-6), three months 1014.5-6.5 (1023-4), settlement 986.5 (996). Final kerb close 1009.5-10. Cathodes 965-8 —14 971 5 months 1000-5 —12 —

Official closing (am): Cash 971-3 (980-2), three months 1007-9 (1018-9), settlement 973 (982). Turnover 28,550 onnes. US producer prices 68.50-72 cents per th.

LEAD

	close(p.m.	ionne	High/low	
ush months	258,6-9 2685	-1 -1,25	1259/255 268/266	
595).), sattle	three mon mest 259.5 7-8. Turno	ths 268. (259.5). Wer 10,2	h 258.5-9.5 5-9 (209.5- Final kerb 00 sonnés.	

NICKEL

Official closing (am): Cash 2780-90 (2790-800), three months 2840-5 (2873-5), sattlement 2790 (2800), Final kerb close 2825-36, Turnover: 3,856 tonnes. Unofficial + or close(p.m.) -2 per month

482-3 --8.5 419 480-1 --6 441/481 Official closing (am): Cash 418.5-8.5 (432-3), three months 427-8 (441.5-2), settlement 419.5 (433). Final kerb closes 432-4. Tumover: 10,800 tonnes. US Prime Wastern: 31.50-35.75 cents per lb.

Gold fell \$4 to \$3351, 3361, on the London bullion market yesterday. Lower oil prices depressed the metal, which opened at the day's high of \$3367, 339, and touched a low of \$3367, 3351. Gold was fixed at \$337.20 in the morning and \$335.80 in the efternoon. Feb. 11 GOLD BUILLION (fine ounce)

GOLD AND PLATINUM COINS Krg'rnd. \$3361e-537 (£1401e. 2405e)
1e Krug. \$1784-1783e (£1271e. 1273e)
1e Krug. \$1784-1783e (£1271e. 1273e)
1e Krug. \$191-91-9
1e \$65-654)
1e \$65-654
1e

SILVER

merket yesterday at 418.9p. US cent squivalents of the fixing levels were: aper DBS-4c, down 8c, three-month 596.55c, down 7.75c; six-month 608.25c, down 8.8c. The metal opened at 418-420-p (590-592c) and closed at 415-417p (596-598c). Buillon 4 or LMLE. 4 or p.m. Unoffic'i 8pot......415,90p 4.79 422,5p 44.5 3 months. 428,50p 44.0 430,5p -8.5 6 months. 441,45p -4.85 — 12 months. 466,35p -7.16 —

LME-Turnover: 25 (43) lots of 10,000 Cash: high 412.5p, low 412p; three months, high 430p, low 424.5p; final kerb 428-8p. MEAT

Continued fresh buying pushed beef prices higher. Physical prices were also stronger. Pigneet prices were a little steader in line with firmer physicals, reports Eastern Capital-CCST.

| D. par kio (ceaswegat) | D. par kio (ceasweg Pigmeat sales: 12 (3) lots of 50 carcases, 3,250 kg.
Bed sales: 50 (55) lots of 20 sides.
MEAT COMMISSION — Average tartistick prices at representative merkett.
GB—Cattle 96/02p per kg lw (+0,82).
GB—Sheep 179.95p per kg est dcw (+1,25). GB—Pigs 74.76p per kg tw (+2,27). **US MARKETS**

GOLD AND silver recovered GOLD AND silver recovered from early weakness on renewed US-Libyan tension. Dollar weakness and rumours, later denied, that Mexico would declare a moratorum on its debt, reports Heineld Commodities. Copper, however, remained on the defensive on dealer Houdation. Sugar traded slightly lower in featureless dealings, with featureless dealings, with little effect from reports that US mgar policy options were to be discussed yesterday. to be discussed yesterday. Cocca lest early strength associated with price fixing on the prospect of more Ivory Coast sales and pessimism about a new cocca pact. Coffee advanced the daily limit in some delivery mouths on consideration of Brazil's dought at the International

drought at the International Coffee Association annual in tonnes unless otherwise stated.

Feb. 11+ or Month 1986 - ago Free Market \$ 1179/199 178/198c 185/265c 599.50 +0.15 \$102.00 8358.25 +0.75 \$358.75 \$220/26 1250/26 415.90p -6.75 418.00p 436.60p -6.44-30.80p Silver troy oz ...
3 months
7in cash....... 356,92 353/61 -6,6 6444,5 -6 6458,71 3689/790

INDICES

REUTERS

FINANCIAL TIMES

Feb. 11 Feb.10 M th ago Yearago

(Saus: July 1 1952-100)

Feb. 10 Feb. 7 Mith ago Year ago 1841.1 1650.6 1863.1 - 2020.0 /Rear Section by 18 1931 w 1001

Dow Feb. Feb. Month Year Jones 10 7 ago ago

Spot 127.63 126.30 - 121.55 Fut. 128.86 128.22 - 125.45

(Base: December 31 1931 = 100)

* Not evallable due to suspense
of tin LME

MAIN PRICE CHANGES

DOW JONES ::

-- -- 299,62

Barloy Fut. May .2116.75 + 0.25 2116.20 Maiza Wheat Fut. May .2112.26 - 0.562116.90 No. 3 Hard Wint. Coccoa Ft. May | £1659.6 ; -9.5 | £1724.5 | Coffee Ft. May | £2566.5 ; +9 | £25511 | Cotton A Index | Cas Oil Apr. | Rubber(kile) | 61p | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50 | 5145.50

Although volume of trade was light futures traded over more than a £20 range. Light consumer efficie was seen at the lows but producers were again content to stand saids at current levels, reports Gill and Duffice.

1655-1656 -10.5 1672-1882 1659-1650 -9.5 1673-1855 1659-1650 -9.5 1673-1855 1659-1659 -10.5 1778-1685 1792-1795 -4.5 1786-179 1790-1755 -4.5 1785-1743 1779-1755 -0.5 1783-7732 Sales: 2,438 (2,545) lots of

600366. ICCO indicater prices (US cents per pound). Delly price for February 11: 110.20 (100.42): five-day severage for February 12: 100.56 (100.65). COFFEE

COFFEE 2521-26 + 15.5 2540-468 2566-68 + 2.8 2542-515 2631-35 + 5.0 2585-50 2639-90 + 25.0 2783-720 2756-60 + 22.0 2783-720 2800-10 + 15.8 2590-720 2830-90 + 88.6

Sales: 4.874 (4,741) lots of 5 tonnes, tCO indicator prices (US cents per pound) for February 10: Comp daily 1979 195.54 (191.94); 15-day average 186.96 (187.14).

FREIGHT FUTURES Dry cargo: Levels remained stable in quiet conditions with an fresh physical news emerging. A slightly steadier background is the oil market seems to have attended the fall in rates. Tanker: The market drifted lower in quist conditions. Sellers met with only cautious buying interest despite the marginally staedler oil background, reports Clarkson Wolf.

| Dry Cargo | S76/877 | S76/877 | S74/875, 875/870 | S76/877 | S75/876 | S76/873 | S76/875 | S76/875 | S76/875 | S76/875 | S76/885 | S76/877 | S76/870 | S76 April July Oct. Jan. April July Oct. Jan. BFI Tumover: 48 (61). Tankers
750/760 756/745 752/765
745/765 750/735,5 750/760
730/760 737
900/923 900 340/670
900/924 900 360/800
827.5 688.5

Old crop wheat opened 40p lower on weaker physical trade but found good buying support at 50p down which rallied the market to close on a slightly steadler sots. Bartay rose slightly with the main trade being March/May apreads. New crops rose on shipper buying support after lektiel weakness, reports Motipace.

Business done --- Wheet: March 116.05.5.90, May 119.25.9.00, July 121.15-20.95, Sept 98.45-7.25, Nov 107.55-1.10, Jen 105.50-4.65. Sales: 330 lets of 100 mones. Barkey: March 113.25-3.00, May 118.75-8.50, Sept 95.90-5.55, Nov untraded, Jen 102.20-2.55. Sales: 3 lots of 100 mones. LOWDON GRAINS---Wheet: US Dyrk morthern Spring No. 1. 15 per cent. Feb/March/Apr/June 125.20 estier. transshipment East Coest: US No. 2 Soft Red Winter, Merch 122.50 estier. English teed (ob, Apr/June 122.25 paid, Feb 118, March 119.50 seller, Apr 120.00

SUGAR WORLD " 11 112,000 lb, sents/fb. NEW YORK Prev 52.36 52.36 52.36 54.36 54.36 55.36 54.36 56.15 54.70 57.26 CHICAGO LIVE CATTLE 40,000 th. conts/80

COCOA 10 tom High 237,50 240,00 244,31 248,50 249,50 252,83 256,25 63.50 63.60 63.50 64.55 SOYABEANS 5,000 bu min. cents/80-lb bushet Close 60.78 61.30 59.53 49.15 48.27 49.25 49.30 50.13 CRUDE OIL (LIGHT)

342.8 346.5 349.8 351.5 369.0

Listest 19gh Low 51.85 52.56 49.70 48.75 48.90 48.60 46.65 48.00 48.10 46.30 46.70 48.70 46.30 46.80 46.76 48.00 46.80 45.76 48.00 46.00 65.00 51.00 51.06 50.20

337.9 342.0 346.8 351.5 354.5

High 19.45 19.80 20.11 20.15 Feb 302.6 301.5 358.7 36. April 306.7 308.0 383.0 38 June 377.1 300.0 383.0 37 August 375.8 275.0 373.5 37 Oct 380.8 — 38 Dec 385.6 384.3 384.3 385 HEATING Oil. 42,000 US gallons, cents/US gallons 302.6 331.5 352.7 362.0 5ept 363.7 301.0 363.0 368.2 Oct 373.1 380.0 369.0 370.7 Dec 375.1 375.0 373.5 375.5 Jan 380.8 — 380.4 385.6 confis 20.60 20.10 19.67 20.00 20.19 20.50 20.15 20.32 20.41 — 20.50

buyer. Sept 101, Oct/Dec 105 sellers.
Jan/March 110.00-100.75 buyer/sellers.
Meke: US No. 3 Yellow, French transshipment East Coest March 148. Berley:
English feed fob, Feb 118, March 119,
Apr/June 123, July/Aug 58 sellers,
Oct/Dec 102 buyer. Rest unquoted.
HGCA — Locational ex-farm spot
prices. Feed—Barley: S. East 111.50,
S. West 110.10, W. Mids 110.20, N.
West 111.10. The UK monetary coefficient for the week beginning Mondsy,
February 17 (besed on HGCA calculations using five days' exchange rates)
is expected to be unchanged, Tate & Lyle delivery price for granuland basis sugar was 2200.00 (2205.50) a tone for export, international Sugar Agreement—(US cents per pound fob and atowed Caribbean ports). Prices for February 10: Daily price 6.54 (5.49) 15-day average 5.21 (5.13). PARIS—(FFr per tonne): March 1275-1276, May 1314-1375, Aug 1346-1356, Oct 1390-1396, Dec 1420-1432, March 1490-1507.

OIL The market ignored weather tears, trading 30p down upon opening, brais April. By mid-moraing, April broke the £50.00 support level, triggering stoplosses and depressing values further before buying interest appeared. The attempt of the settlement with soliers emerging on any railies above £50.00, reports Coley and Harper. the back of falling New York futures. Fuel all firmed on shart-covering. Monday's Brent and WTI price falls lets in the US unacred the market yesterday and there was little traded. Nymex opened 30c down for March but had recovered 10c by 1.30 pm EST—Petroleum Argus, London.

DATE:

Lutest DRUDE OIL-FOR (\$ per barrel)-Merch Arab Light Arab Henry Dubal Brent Blend W.T.L (Ipm est).... Forcades (Higeria) Urale (olf NME) GAS OIL FUTURES 7 U.S.
187 TORNING
187.00 | 18.75 182 55 82.75
154.25 | 15.36 182.75 182.75
146.75 | 10.25 182.75 182.75
146.75 | 12.25 151.05 12.75
148.00 | -2.75 182.56 47.35
149.00 | -7.50 182.56 49.56
103.50 | -7.50 182.56 49.56

Ternover 3,437 (4,625) Tern of 100 CRUDE OIL PUTURES—Brant Bland Index. S a barral. (Close, change, business done): index 19.20, +1.01; March 18.00-16.80, -1.20, 18.60; April 15.60-16.20; May 15.40-16.10, April 15.60-16.20; July 15.60-16.40, Turnever 1 (1) lot of 1,000 bertals.

RUBBER

PHYSICALS — The London market opened unchanged, attracted no interest throughout the day and closed quist, reports Lowis and Pest, Closed prices (buyers) spot \$1.00p (usnet); March \$0.00p (asnet); April \$0.50p (asnet); March \$1.00p (asnet); April \$0.50p (asnet); March \$1.00p (asnet); April \$0.50p (asnet); A

Wolff may be split up

for sale By Stefan Wagstyl

NORANDA, the hard-presse Canadian mining group, is considering splitting up Rudolf Wolff, the London trading subsidiary which it has put up for

Sale.
It emerged yesterday that
Noranda, which put Wolff on
the market several months ago, would contemplate selling Wolff's fast-growing financial and energy futures businesses while retaining its traditional businesses in metals and agricultural commodities.

It appears that the resig-

nation of Mr Bruce Leeming, Wolff's managing director, which was confirmed yesterday, was precipitated by the pos-sibility that the company might be split up in this way. Mr Francis Holford, Wolff's deputy chairman who has taken over Mr Leeming's position as managing director, said Mr Leeming resigned after a disagreement over policy. Asked if the resignation was related to the disposal negotia-tions, Mr Holford said: "It's

Wolff sald in a statement that Noranda was talking to several interested parties about selling "some or all of Rudolf Wolff." Mr Holford said that Noranda

understood Wolff's traditional businesses in metals and agricultural commodities better than financial futures. Also, the expansion of financial services required substantial new backing.

assets to reduce its borrowings, indicated previously that it hoped to raise between C\$50m and C\$100m (£25m to £50m) from selling Wolff, which is one of the London Metal Exfrom selling Wolff, which is one of the London Metal Exchange companies involved in the international tin crisis. It would clearly raise less if it sold only parts of the group.

The Soviet Government news-The International Tin Council and its creditors today resume their negotiations over the proposed refinancing of the tin market by setting up a new company to take over the ITCs assets and Habilities.

The creditors want the ITC to raise from £100m to £120m fits planned contribution to the rescue. This would trieger an with the Soviet Prima Minister.

rescue. This would trigger an increase in the UK government's contribution from £25m. The Soviet Union gets most of to £50m, and so close most of its foreign exchange earnings the financial gap between the from the export of oil.

two sides.

Meanwhile, the creditors, who have hinted that they could raise their own offer from £70m to £100m, have asked tin traders outside the LMR to contribute. Three companies have been approached incind-

have been approached inclinding Manilal, a privately-owned Malaysia-based group.

Arab Banking Corporation, which is suing the ITC for the repayment of about £15m, last week won a court order acknowledging its right to the acknowledging its right to the between world oil prices and the UK's oil production of about \$15, while April stood at 517, while April stood at 516.50.

Commons that there was "no relationship" between world oil prices and the UK's oil production of about \$16.50.

On the New York Mercanthe UK's oil production of about the Exchange crude oil prices were down about 50c a barrel, in extremely volatile conditions, with prices moving by 50c a barrel in seconds.

Gatt forecasts dearer meat BY WILLIAM DULLFORCE IN GENEVA

MEAT PRICES should pick up in 1986 after being depressed for several years, according to the annual report* on inter-national meat markets published today by the General Agreement on Tariffs and Trade (Gatt).
The forecast is based on pro-

jections for production and consumption in the 26 countries consumption in the 26 countries and groupings which belong to the Arrangement Regarding Bovine Meat. The Gatt secretariat says that, because the availability of all types of meat is high at present, the increase in prices is unlikely to appear in the early months of the year.

The levels of everyty from The levels of exports from the European Economic Community, Argentina and Brazil will probably maintain a down-ward pressure initially on prices in North Africa and the Middle East, where demand for imports depends on uncertain oil

revenues.
For 1986 as a whole, however, the Gatt report suggests that beef production may decline by some 2 to 3 per cent. Consumption of beef and veal is seen as falling signifi-cantly in the US, Canada and Argentina but this should be offset by increases in most other important markets.

BY DOMINIC LAWSON

world's largest oil producer, yesterday made its first com-ments on the oil price collapse,

accusing Western governments

Free market oil prices on both sides of the Atlantic fell

sharply yesterday as North Sea producers once again insisted that they would not cut back production to help the Organisa-

tion of Petroleum Exporting Countries (Opec) to support the

Output of pork, poultry and sheepmeat, it is predicted, will continue to expand though more slowly. Consumption of pork and poultry will increase further but not a sharply as in 1985 while sheepmeat consumption will show little change.
sumption will show little BEEF AND VEAL EXPORTS BY LEADING SUPPLIERS

1986 (forecast) (est) 400 660 395 172 690 362 158

The over-supply of meat in The over-supply of meat in Europe last year kept domestic prices well below the EEC intervention levels. Intervention stocks by the end of the year had reached 732,000 tonnes, equivalent to about one year of EEC exports at current levels. A further 50,000 tonnes was explained in private experts. was available in private stocks.

If the new EEC programme
to curb milk production is

b/d to avoid a further collapse in the oil price to below \$10 a barrel. In December North Sea

oil was traded above \$30, but

since then it has almost halved in value, as Opec has abandoned its 16m b/d production ceiling in the quest for a bigger share

of the stagnant world oil market.

Norway, which produces about 1m b/d of North Sea oil,

has shown recent signs of flirting with the Organisation. Over

the weekend the Norwegian energy minister, Mr Kaare

Rristiansen, flew to Geneva for talks with the Venezuelan oil minister and Opec president, Dr Arturo Hernandes Grisant.

not offer the Opec president any production cuts, the talks

Although Mr Kristiansen did

Yesterday March shipments

of Brent, the main North Sea crude, traded as low as \$16.60

Soviet Union attacks West

over oil price slide

adopted, the report notes, some 500,000 more cows, the equivalent of 120,000 tonnes of beet, will be slaughtered and some 250,000 dairy cows will be "reconverted" to breeding cows.
The Gatt secretariat finds

difficult to forecast the Soviet Union's imports of beef and veal this year. Part of the meat sold to Moscow by the EEC last year in low-price agreements will arrive in the first few months of 1986. Soviet production is also expected to increase

sugar annually to the Com-munity at a guaranteed price

similar to that given to domes

But a 1.15 per cent price rise

proposed by Community Farm Ministers last year was dismissed by the ACP states as inadequate. They want a 1.3 per cent rise for their raw sugar, in line with that awarded to demantic much best producers.

of the with that awarded to
domestic sugar beet producers.
Another complaint is that
prices paid for their produce in
sterling fluctuate with the
strength of the British currency.
Diplomatic sources said the
ACP was not satisfied with a

British proposal for a compen-satory mechanism to even out fluctuations in the value of the

The continuing decline in the value of the dollar is expected to trim the export incomes of some large meat suppliers to the US, of whom the biggest are Australia and New

Falling oil revenues are already inducing some oil-producing countries to switch from barter deals (oil against meat) to a policy of seeking concessional credit arrange-

concessional credit arrange-ments from exporters.

*The International Markets for Meat 1985, available in English, French and Spanish from the Gatt secretariat, Centre William Rappard, 154 rue de Lausanne, 1211 Geneva. Price SFr 12.

India allows private exports of raw cotton

By R. C. Murthy in Bombay

THE INDIAN Government is

Initially traders are being asked to export 200,000 bales (170 kilos each) of long and extra long staple out of the 1m bales earmarked for export in the year that began last September 1.

The move is part of the policy of relaxing controls initiated by Rajiv Ghandi's Government a year ago. India has had a bumper crop

for the second year in succession. The East India Cotton As sociation (EICA) estimates 1985-86 production at 10m bales crop of 10.3m bales.

appear to have unsettled the US, which yesterday, through its ambassador in Oslo, told Norway that oil prices should be determined by free market

allowing private traders to export raw cotton for the first time in 15 years, breaking the monopoly of the government-owned Cotton Corporation of India (CCI) and provincial co-operative marketing organisa-

while some 3.5m bales has been carried forward from last year's

The resulting surplus has been depressing prices. The Government's wholesale price index for fibres (1970-71=100) stood at 198.8 in early January, from 200 a year earlier. stood at 198.8 in early January, down from 309 a year earlier.
Out of the 1985-86 quota of 1m bales some 460,000 hales have already been exported. The Government has allocated another 260,000 bales for exports by the CCI, which has to buy all the cotton offered by growers at support prices fixed growers at support prices fixed by the Government, Co-opera-tive agencies may be asked to export the remainder.

Peter Blackburn on efforts to tailor the crop to British tastes

Ivory Coast strives for cocoa quality

inspired experimental programme to improve the quality is still in an early stage. If Local cocas buyers or "traitof the country's cocoa, and to takes time to train farmers." ants "have also been used inpropose how it might be Mr Kouakou pointed out that stead of direct purchasing by the propose how it might be an advantage propose how it might be extended nationally, according cocoa quality is a "subjective" to officials.

for alternative sources.

The director general of the This season the British cocoa

THE Ivorian Government plans state commodity marketing project has been extended to Senior officials argue that such in the near future to set up a agency, La Caisse de Stabilisa- cover all the farmers in the a system would be difficult to committee to monitor a British- tion, Mr Norbert Kouakou, said: Ouragahio sub-prefecture of administer and would encourage

to officials,

This move may signal progress in the three-year-old efforts of the UK's six-member cocoa. Chocolate and Confectionery Alliance to bring Ivorian eccoa more in line with their requirements.

The British companies were concerned about the declining of traditional reading to the state's companies were sides. We can perhaps improve havesting daying and fermentation prove harvesting, drying and fermenting techniques. The 3,000 farmers of Gagnoa have been proveducing to the declining different soil. They need to stantially higher than last sea-The British companies were concerned about the declining production of traditional adapt as well."

The British companies were concerned about the declining different soil. They need to production of traditional adapt as well."

Mr Kouakon said that the

suppliers and started looking Caisse has this season tightened for alternative sources.

British cocoa imports from neighbouring Ivory Coast, the world's largest producer, have been modest because the robust Ivorian product did not suit the mild and milky flavour down to the ports of Abidian favoured by British chocolate

and San Pedro and before shipment. quality controls made by its 600

exporters, SIFCA. The CCCA has been advising farmers along with

single pricing system and the introduction of quality premiums on a national scale would pose great political and practical difficulties, observers say.

stantially higher than last sea-son's 750 tonnes. The Ivory Coast operates a

Despite pressure from organ sations such as the World Bank, the Government has so far given

administer and would encourage corruption and the exploitation of farmers by unscrupulous The director general of Satmaci, Mr Joseph Niamke, says "the main problem is the pur-

chasing system. Impatient buyers persuade farmers to sell their cocca before it has been pro-perly dried and fermented." In order to reduce harmful competition between buyers the government has this season re-duced the number of licensed buyers by one third to 1,200. Apart from the question of bonus incentives the extension of the project on a national scale poses a financial problem. The Government is reluctant to take

over the cost, which has so far been met by the CCCA. However the British experts argue that the higher prices obtained from exporting better quality cocoa would pay for the

Tumover: 117 (121). **GRAINS**

Mar. 116.05 -0.15 113.25 +0.15

May 119.25 -0.25 116.75 +0.25

July 121.15 -0.60 96.90 +0.45

Mev. 101.55 +0.45 99.25 +0.46

Jan 105.15 +0.45 102.55 +0.46

Yesterday's Previous Susiness close close done \$5,59-49,10 64,59-47,50 79,59-77,30 95,00 Seles: 407 (516) lots of 40 teness. Earlies—July 85.00 +0.40, 85.00-84.00; Aug 68.00, -7.80, untraded; Sept 65.00, -6.00, untraded. SOYABEAN MEAL The market opened unchanged and, with little news, prices eased slightly due to firmer starting and easier exested markets, reports Somis. Feb. 122,0 195.0 - 2.00
Apr. 195.0 195.0 + 0.05114.5
June 185.0 195.0 + 0.05114.5
August 151.3 191.5 + 0.10131.5-151.6
October 122.0 195.0 + 0.20
Peb. 155.5 196.8 + 0.29
Feb. 155.5 196.8 + 0.25 Sales: 168 (80) lots of 20 tonnes. SUGAR States in Morocco and Peru helped to keep prices steady, reports C.

POTATOES

الأعدام الأعل

CURRENCIES, MONEY and CAPITAL MARKETS

FOREIGN EXCHANGES

Dollar continues to retreat

The dollar fell below SFr 2.00
against the Swiss franc in European foreign exchange trading yesterday, for the first time in three years. This continued the trend seen in New York overnight, when the dollar closed at SFr 1.9855. The dollar also weakened to another seven-year low in terms of the Japanese yen, and a three-year low against the D-mark.

On Bank of England figures the dollar's index fell to 121.9 from 122.4, the weakest level for the US currency since May 1983.

STERLING — Trading range galnst the dollar in 1985-86 is 1.8852. January average h4246: Exchange rate index the D-mark.

(Latest)

34 FEE BEE

CHICAGO

WALL TO BE BE THE STATE OF THE

e treit ifft.

15 AME 48 : II.

4 2 2 2 2 3 2 4 3

man to the first to the common to the common

MUDBER

yen, and a three-year low against the D-mark.

The yen remained in the van of currencies rising against the dollar, but the Swiss franc was also in demand. This appeared to be something of a catching up process, after the franc has tended to lag behind the yen and D-mark recently. and D-mark recently. and D-mark recently.

There were no new factors, and trading was quiet, with banks in Frankfurt closing around noon for Carnival cele-

(Latest) Feb. 11 Prev. close £ Spot 51.4090-1.4090.\$1.4075-1.4095 1 month 0.59-0.50pm 0.51.0.40pm 1 months 1.57-1.65pm 1.56-1.22pm 1 months 6.15-5.05pm 5.20-5.10pm

There were no new factors, and trading was quiet, with banks in Frankfurt closting around noon for Carnival celebrations. In the Far East, Houg Kong and Singapore remained on holiday for the Chinese New Year, and Tokyo was closed for a public holiday.

The dollar fell to Y187.35 from Y188.15, the lowest level since November 1978, and to SFr 1.9810 from SFr 2.0060, the lowest level since February 1983. It also declined to DM 2.3745 from DM 2.3855, the lowest since January 1983, and to FFr 7.2875 from FFr 7.31.

POUND SPOT-FORWARD AGAINST POUND

AT ST TO BE TO THE STATE OF THE | 1.4020-1.4140 | 1.4115-1.4125 | 0.32-0.50c pm | 1.3660-1.9720 | 1.3800-1.9720 | 0.34-0.04c pm | 6.33 | 6.96.0.37/pm | 6.32-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.69 | 62.50-68.

DOLLAR SPOT-FORWARD AGAINST DOLLAR

(reland. Canada Nethind. 2.60 Methind. 2.60

FIG. 11] & T. S. F. THE LANS | FIG. | ST. AND THE PARTY OF THE PARTY O 0,706 -1 2.375 187.4 7.386 1.961 2.686 1816 -2.585 48.35 Feb. 11 rate DM 0.298 0.421 1, 78.90 3.069 0.834 1.151 580,7 0.588 20.45 YEN 3.781 6.538 12.67 1000, 38.90 10.58 14.84 2627, 7.448 269.2 0.972 1.372 3.856 257.0 10. 2.710 3.586 2217. 1.914 66.62 0.857 0.605 1.198 94.55 3.678 1. 1.356 815.6 0.704 94.50 0.364 0.372 0.884 69.74 2.713 0.738 1. 601.8 0.519 18.08 0.438 0.619 1.469 115.9 4.510 1.236 1.668 1000 0.863 30.04 C\$ 0.506 0.717 1.702 134.3 5.923 1.420 1.925 1168, 1.34.80 BFr. 1.459 2.060 4.891 385.2 15.01 4.081 5.532 3829 2.874 100.

EURO-CURRENCY INTEREST RATES

•	Feb. 11	Short .	7 Days . notice .	Month 1	Three Months	Six Months	Year
00000000000000000000000000000000000000	barling	51: 51: 17:31: 4: 4: 81: 67: 13-15 87: 61: 9-91: 57: 6	125-125-775-8 116-115-115-115-115-115-115-115-117-115-117-115-117-115-117-115-115	12: 12: 12: 12: 12: 12: 12: 12: 12: 12:	194-194 7-6-8-1 114-114 5-1-5-18 5-1-5-14 18-19-18 94-10 10-1-114 5-1-6-6 84-9-8	124-1246 8849 104-11-7 54-548 4449 412-459 121-134 174-174 10-104e 54-54 84-54 74-8-6	12 12 12 13 14 15 15 15 15 15 15 15 15 15 15 15 15 15

FINANCIAL FUTURES

noon. The pound rose 36 points to \$1.4115-1.4125, but fell to DM 3.3525 from DM 3.36; FFR 10.29 from FFR 10.2950; SFR 2.7975 from SFR 2.8250; and Y264.50 from Y265.

D-MARK — Trading range against the dollar in 1985-86 is 3.4510 to 2.5745. January average 2.4392. Exchange rate index 122.4 against 125.8 six months Dollar denominated interest rate contracts were firmer on the London International Finanthe London International Financial Futures Exchange yesterday. Falling oil prices gave US Treasury bond futures a boost, continuing a process begun overnight in Chicago. Britain's refusal to cut back North Sea oil production, in line with the 12 per cent reduction called for by the Organisation of Petroleum Exporting Countries, contributed to renewed downward pressure on North Sea crude prices on the European market yesterday. Suggestions that prices may fail to \$10 a barrel were regarded as very encouraging for inflation prospects in the US.

March delivery Treasury bonds The D-mark traded quietly, with banks in Frankfurt closing for the half-day Carmival holiday soon after the noon currency fixing. The Bundesbank did not intervene when the dollar was fixed at DM 23789, compared with DM 23891 on Monday. The dollar touched a peak of DM 23890, but met resistance and fell back to a pre-fixing low of DM 23795. There were no new factors, and most of the interest on the foreign exchanges centred on the yen and Swiss franc.

Demand for the Swiss franc

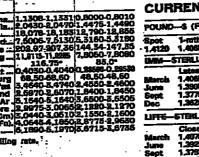
March delivery Treestry bonds touched a high of \$6-04, and closed at \$5-25, compared with \$4-28 on Monday. Eurodollars for March delivery rose to \$1.98 from \$1.92, after touching a peak of \$2.06. Demand for the Swiss france pushed the dollar below SFr 2.00, and led to an appreciation of the france against the Demark. Dealers looked for further gains by the Swiss currency, after a period when it has tended to lag behind the Demark and yen.

of 92.00.

Rumours that Mr Paul Volcker, chairman of the Federal Reserve Board, was about to resign, over the issue of two economists appointed to the board by President Reagan, were denied by the US central bank, but had an unsettling effect on trading. Mr Volcker is believed to oppose a cut in interest rates, and is due to speak to Congress on the subject of monetary policy on February 19.

Long gilt futures retreated

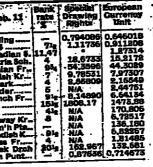
Long gilt futures retreated initially, after Monday's sharp rise, and short sterling deposits also weakened, as sterling lost ground to major currencies, apart from the dollar, on falling oil prices. Cash rates in the interbank market showed little movement however, and as ster-Morgan Guaranty changes: average 1980-1982=100. Bank of England Index (base average 1975=100).



OTHER CURRENCIES

CURRENCY MOVEMENTS

74,2 121,9 79,9 123,5 93,4 84,2 152,4 152,5 121,8 70,7 45,8 187,7



EMS EUROPEAN CURRENCY UNIT RATES Divergence ±1.5425 ±1.6421 ±1.4655 ±1.754 ±1.8162 ±1.8673 ±4.0866 44,3029 7,97307 2,16546 8,64134 2,44751 0,714673 1473,88

MONEY MARKETS

London quiet and steady

Trading on the London money another market was very quiet yesterday, and interest rates showed little change. Three-month interbank was steady at 1211-1211 per cent, while discount houses bid 1215-cent; after bank bills in band 3 at 121 per cent; after bank bills in band 3 at 121 per cent; after bank bills in band 3 at 121 per cent; after bank bills in band and interest rates showed little change. Three-month interbank was steady at 12½-12½ per cent, while discount houses bid 12½-12½ per cent for three-month eligible bank bills, compared with 12½ per cent on Monday. The Bank of England did not appear to provide enough assistance for the market, but dealers commented that the small books run by the houses, because of interest rate uncertainty, did not allow the banks to call enough money to shift the shortage from the interbank into the discount market. This pushed overnight money above 30 per cent near the close. 4 at 12's per cent. Late assistance of around £155m was also provided. Bills maturing in official hands, repayment of late assistance and at take-up of Treasury bills drained fifth, with the unwinding of repurchase agreements absorbing fifth, and Exchequer transactions another fifth. These outweighed a fall in the note circulation adding fifth to liquidity and bank

The second secon close.

The Bank of England initially The Bank of England initially forecast a money market short-age of £550m, but this was changed to £650m at noon, although total help on the day

The gray of the second

NEW YORK RATES although total help on the day was only £502m.

Before lunch the authorities bought £124m bills outright, by way of £1m Treasury hills in band 1 at 124 per cent; £3m Treasury bills in band 2 at 125 per cent; £3m Treasury bills in band 2 at 125 per cent; £3m treasury bills in band 2 at 125 per cent; £24m bank bills in band 3 at 125 per cent; and £5m bank bills in band 4 at 125 per cent; and £5m bank bills in band 4 at 125 per cent; and £5m bank bills in band 4 at 125 per cent; and £55m bank bills in band 4 at 125 per cent; and £55m bank bills in band 4 at 125 per cent. 7.19 7.35 7.55 7.50 8.20 8.36 8.46 8.81 8.85 8.18 MONEY RATES

Ovr-nig't Month Feb. 11 -

balances, above target by £10m. in Frankfurt call money eased to 4.35 per cent from 4.40 per cent, in quiet trading, with banks closing early for Carnival celebrations. Rates have declined recently, in comfortable conditions, leading to suggestions that the Bundesbank may not fully replace the DM 11.1bn draining from the money market Bills maturing in official hands,

UK clearing banks base lending rate 12} per cent since January 9

(11,00 a.m. Feb. 11) Three months U.S. dollars The fixing rates are the entimetic means, rounded to the nearest one-acceptant, of the bid and offered rates for \$10m quoted by the market to

Month | Three | Six | Months

US TREASURY BONDS 8% \$100,000 32nds of 100% Ciose High Low March 95-25 85-04 85-17 June 94-24 85-00 94-17 Estimated volume 5,736 (2,536) Previous day's open lnt. 4,025 (4 **CHICAGO** US TREASURY BONDS (CBT) 8% \$100,000 32nds of 100% High Low Prev 17.49 \$7.30 \$7.3 Close High I you Print March 146.45 146.65 146.70 146.80 June 147.80 — 148.40 Estimated volume 463 (478) Print, up 6ay's open rec. 2,056 (2,074) THREE-MONTH EUT: - DOLLAR (MM) Sim points of 100%

Vol 1

Puts—Last
Feb Mar April June
— 0.00 — 0.18
— 0.01 0.08 0.56
0.08 0.38 1.26
0.00 0.56 1.29 2.83
0.44 2.12 3.20 5.12
0.381 5.21 6.28 8.23
8.75 9.50 10.31 12.04

Puts—Lest
Mer April — 0.40 —
0.20 — 0.70 1.70
0.20 — 1.69 2.90
0.70 1.50 3.00 4.60
2.20 3.20 5.10 7.20
2.70 10.80 12.30 13.30

4.70

STOR DONES OF 100%

March 19.8 92.00 91.95 91.92

June 91.97 92.00 91.95 91.92

Sept 91.84 91.85 91.80 91.73

Dec 91.84 91.65 91.80 91.73

Dec 91.84 91.65 91.80 91.73

June 91.21 — 91.40 91.33 91.31

June 91.21 — 91.40 91.39 91.31

June 91.21 — 91.40 91.39 91.31

June 91.21 — 91.40 91.39 91.31

Previous day's open int. 20,176 (20,399)

LONDON SE E/S OFTIONS £12,500 (cents per £1)

LIFFE E/S OPTIONS £25,000 (cents per £1)

movement however, and as ster-ling recovered, prices came back to show little change on the day. March long gilts fell to 110-96 from 110-27, after falling to a low of 109-28. Short sterling for March declined to 37.37 from 87.39, after touching 87.30.

CURRENCY FUTURES

POUND-S (FOREIGN EXCHANGE) MRA-STERLING So per £ LIFTE-STERLING £25,000 \$ per £

Closs High Low Prev Merch 0.4223 0.4223 0.4207 8.4198 June 0.4226 0.4223 0.4237 Estimated volume 5 (12) Previous day's open int. 187 (187)

STERLING INDEX Feb. 11 Previous
74.9 74.2
... 74.1 74.1
... 73.9 74.1
... 74.0 74.1
... 74.0 74.1
... 74.1 74.1
... 74.1 74.1
... 74.2 74.2
... 74.2 74.2 9.00 am 10.00 am 11.00 am

on Thursday, when a securities repurchase agreement expires.
A tender for a 27-day agreement takes place today.
In Paris call money was unchanged at 82 per cent.

FT LONDON INTERBANK FIXING

Six months U.S. dollars

LONDON MONEY RATES

Treesury Bills: (self): bne-month 12% per cent three-months 112% per cent. Beak Bills: (self): bne-month 12% per cent three months 12½ per cent. Tressury Bills: Average tander rate at discount 12.0967 per cent. ECGD Fixed Finance Schome: IV reference data January 8 at February 4 (inclusive): 13.007 per cent. Local schoring and finance Houses seven days' notice others seven days' notice others seven days' notice. Others 1958 and Deposits Tables for sums at seven days' notice of the remaining the first per cent. Cardinates of Tax Deposits Series 6). Deposits 100,000 and over held under one month 12% per cent. Three-six months 12% per cent. Series 100,000 and over held under one month 12% per cent. Series 6 and 11% per cent. Series 6 and 11% per cent. Deposits withdrawn for Cash 7½ per cent.

CIRCULAR OF THE CENTRAL BANK OF NIGERIA DATED 18TH APRIL 1984

APPLICABLE FOREIGN EXCHANGE RATES FOR ANTICIPATED NOTE ISSUE ON OR ABOUT 20TH FEBRUARY 1996

N.B. THIS ANNOUNCEMENT ONLY RELATES TO CONFIRMATIONS OF ELIGIBLE DEBT RESULTING FROM NOTIFICATIONS ISSUED ON BEHALF OF THE CENTRAL BANK OF NIGERIA ON THE 29TH NOVEMBER 1985 AND CERTAIN OTHER CONFIRMATIONS AS PREVIOUSLY NOTIFIED TO CREDITORS.

The spot rates of exchange quoted by The Chase Manhattan Bank, N.A. for the purchase of U.S. Dollars with each of the following currencies in the London Foreign Exchange Market at or about 11.00 a.m. (London time) on February 10, 1986 and which will be applied in calculating the U.S. Dollar equivalent of confirmed claims owing in other foreign currencies for the purposes of any Notes to be issued on or about 20th February 1986 are as follows:

..... 8.7890 7.3255 12.5400 1,627.0000

The date anticipated for issue of Notes is subject to alteration. This announcement is subject to the terms and conditions of

By: The Chase Manhattan Bank, N.A. as Reconciliation Bank for The Central Bank of Nigeria



FINANCIAL TIMES KEY ISSUE BRIEFS

Changes in the **UK Securities Market**

important new report outlining the realignments of stockbrokers and banks in the recent City Revolution.

This latest digest acknowledges the pressure for radical change within the UK financial community and studies the resultant new links formed by stockbrokers outside the Stock Market, providing a short synopsis of each deal.

In his introduction John Moore, FT City correspondent, reviews these changes and looks at the implications for

Report available for £44.95. Use the form to place Aour ouger

- FT KEY ISSUE BRIEFS - PRIORITY ORDER FORM Please send me 'CHANGES IN THE UK SECURITIES MARKET in the Key Issue Brief Series. Return to: Christine Marshall, FT Business Information Service, Bracken House, 10 Cannon Street, London ECAP 4BY. Total reports ordered Value £ ALL ORDERS MUST BE ACCOMPANIED BY PAYMENT PLEASE Cheques payable to "FT Business Information Ltd"

Reg No 202281. Reg Office, as above

In the field of energy information Reuters resources run deeper

coverage of energy news and markets. A team of specialist reporters gathers

news from all the world's major oil centres, linked together by the latest communications technology. Only Reuters can provide you in the energy markets.

Reuters energy team is part of an unmatched international reporting resource, with the backing of more than 700 journalists throughout the world. No other organisation can

Reuters has the most comprehensive monitor the impact of world events on energy markets as quickly and effectively as Reuters.

Reuters covers spot products, crude, futures prices and energy news, together with graphics.

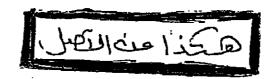
Ask for details of the new Reuter Pipeline, with a complete picture of what is happening the daily market price service, the Reuter Monitor Oil Service and the Reuter Monitor Graphics Service. Contact the Market Manager, Reuters Limited, 85 Fleet Street, London EC4P 4AJ,

01-324 7469 or 01-324 7528.

**** **** * * **** *** *** *** ***

FOR THE LATEST UPDATE ON BRENT PRICES SEE MONITOR PAGE BRNT

المعالمة الم



Financial Times Wednesday February 12 1986 UNDUSTRIALS—Continued LEISURE—Continued	PROPERTY—Continued INVESTMENT TRUSTS—Cont.	35 FINANCE, LAND—Cont. MINES—Continued
1985-86 1986	1965.066 190 Handanger Proc 20p. 246	High Law Stack Price - and Cry Grid Price
State Stat	35 25 Land Scorrities 11 304 24 (11.15 16 3.9) 22.9 22.4 22.4 23.5 23	0 570 200 Particle 1 1 570
27 12 Maryan Grachic 27 13 149 149 171 125 124 Machiner III 149 153 20 53 132 133 149 149 149 149 153 149 153 149 149 153 153 15	276 156 Manna & Go 20p 274 +14 83.5 30 18 26.4 260 277 377	10 10 10 10 10 10 10 10
66 90 (Placific Sales 18p. 64 - 1 3.02.2) 6.7 8.4 39 23 [TVS HIVINg 18p. 185 38 0 6 6.2 6 25] 226 Prior Knotl W 224 4-9 93 29 51 9.5 195 312 Freetwise Sec 50p. 27. 1.15.4.3 1.3 2.6 195 275 285 (Parkfeld Group 19. 28p - 19. 19. 19. 19. 19. 19. 19. 19. 19. 19.	480 362 Pred Hidgs	271 125 Weeki Resource ASI 283 - 12 GSG # 132 # 177 178
Print Prin	10 7 Replace Free 10 85 0.05(0.05) 15 - 75% 585 Foreign & Col. 75% 74% 14, 10 14, 1	23 200 Barrant Cl. 302 -2 78.75 25 51 90 975 450 Materia SD1 A0 475 450
Signature Sign	25 15 15 15 15 15 15 15	19 38 De Warriste
8 3 Robert 5 104 64 Attended 10 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	130 130	0 207 131 Engrape 0. 115 -3 18.0 3.9 8.5 3.9 30. 21 Wennesch 431
253 152 Safe Titler; 223 2 194.67 10 10 10 13.6 115 77 Brit Car Auct. 10p. 112 2 3.25 25 11 133 90 33 Sandmark Mid. 10p. 223 2 112 0 13 131 178 120 Entry St. 10p. 112 2 3.45 25 11 133 135 Sandmark Mid. 10p. 24 11.0 27 3.7 11.2 9 40 Covie (T.) 5p. 94 192.2 3.4 13 9.8 13.9 13.9 13.9 13.9 13.9 13.9 13.9 13.9	100	111 35
5 5 6 6 6 6 73 465 19 10 1 85 121 8 7 8 7 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9	137, 45, 458 138 138, 41, 41, 41, 41, 41, 41, 41, 41, 41, 41	228 94 Westerforg (SSI 40) 106 - 2 38 17 (Nation Mong SIA) 20 - 1
1376 1376	100 74 Rescionar (W.) 284 50 0.4 6.9 202 151 Melthum law. 200 +1 5.5 6 16 16 16 16 16 16 16	25 Tilkarner 10p. 25 - -
197 124	92 489-Pittard Ge,	100 37 Pelis Sei & Geo twi 1 20 31 77 Pelis Sei & Geo twi 1 20 31 77 Pelis Sei & Geo twi 1 20 4.9 100 20 20 20 20 20 20 2
30 5 Spranter Hilds	1-370 60 Stev Rein Pris 80.55 90 -15 0156 24 5.4 7.7 208 168 Bith Brit Caradian 208 62 1.0 675 160 0K Sarasars 50c 355 45 1050 0 67 160 0K Sarasars 50c 375 45 1050 0 67 160 0 7 7 6 9.5 0 123 142 95ASOL R1. 270 150 0 7 6 123 142 142 95ASOL R1. 270 150 0 7 6 123 142 95ASOL R1. 270 150 0 7 6 123 142 95ASOL R1. 270 150 0 7 6 123 142 95ASOL R1. 270 150 0 7 6 123 142 95ASOL R1. 270 150 0 7 6 123 142 95ASOL R1. 270 150 150 0 7 6 123 142 95ASOL R1. 270 150 150 150 150 150 150 150 150 150 15	3 240 75 Petracol 10s 75 41.0 46 1.9 12.3 25 529 Wills Consider in 1. 17 1 2. 1 2. 1 2. 1 2. 1 2. 1 2.
65 43 Pleaky (Elta) 50 51 2299 43 8.1 7.8 84 69 Commit Highs 74 50,53 22 6.8 9.8 116 116 116 116 116 116 116 116 116 11	25	- 428 165 VScentre Rest 125 2 163 28 0 650 Helminest Rest. 40p. 2 47 4.8 2.8 651 150 Herminest Rest. 40p. 22 47 4.8 2.8 651 150 Herminest Rest. 40p. 22 48 2.7 4.8 2.8 651 150 Herminest Rest. 40p. 42 48 2 48 2 48 2 48 2 48 2 48 2 48 2 48 2 48 2 48 2 48 2 48 2 48
277 124 e100 Helps 10p 257 33 137 40 121 171 9 192 130 pertit Graph 39 148 2 123 25 136 137 149 149 149 149 149 149 149 149 149 149	288 116 100 m Bros Bales 263 27 16.0 42 3.0 8.5 17.0 27.0	131 1164 1024 Circ Fy Pet B 1330 244 1300 29 10.6 3.6 3.0 3.
173 110 Warde Potts, 10p. 134 42 3.0 3.2 3.2 13.6 238 519 NPT & let \$9.11 3.0 3.2 3.	12 140 100 172 140 101 172 140 101 172 140 101 172 140 101 172 140 101 172 140 101 172 140 101 172 140 101 172 140 101 172 140 101 172 140 101 172 140 101 172	100 63 African Laises
6 2 Williams Roberts 20 477 127 137 137 137 137 137 137 137 137 137 13	66 25 Seiers int. 10p. 86 44 22 33 33 14.4 100 97 Strate Interments 99 2.15 1.3 1.3 1.3 1.3 1.3 1.3 1.3 1.3 1.3 1.3	27 44 Discuss Wiless. 250 56 4-1 2-95 25 25 8-50 Unitys otherwise indicates, prices and nest dividends are in penso and deconstructives are 252 23 23 5.9 6.3 3.8 4.7 200 127 Par'son. Zoct. 150 223 4-3 5.9 6.3 3.8 4.7 200 127 Par'son. Zoct. 150 223 4-3 5.9 6.3 3.8 4.7 200 125 Polly Peck led 150 156 -1 5.25 7.3 4.8 3.5 200 10.0 Discontinuous 200 256 -1 257 3.9 3.7 1.5 19.2 20 3.7 1.5 19.2 20 3.7 1.5 19.2 20 3.7 1.5 19.2 20 3.7 2.7
148 67 Years (H.) 148 52 24 24 18.1 190 114 130 22 25 25 25 25 25 25 2	191 137 Torrey 95	1385.86 Price + or Dir Net Cor Dir Net
790 622 59E	TRUSTS, FINANCE, LAND S2 S24/Floor Religion S22 S24/Floor Religion S24 S24 S24 S24 S24 S25	106 45 Rusia Reports NS1
333 235 Leaden United 20th 333 42 13.00 21 5.6 12.3 42 30 Smith Land 16.3 42 42.5 33 22 15.5 5.6 12.3 5.7 5.0 16.2 billion billion 20th 3.0 16.2 billion billion 16.2 billion billion 20th 3.0 16.2 billion billion 16.2 billion billion 20th 3.0 16.2 billion billion 16.2 billion billion 16.2 billion billion 16.2 billion 16.2 billion billion 16.2	154 118 Angercan Tries 136 +1 129 14 31 575 320 Angel nume 165 555 55 175 24 4.8 152 114 Angercan Tries 136 +1 129 14 31 575 320 Angel number 565 5 175 24 4.8 152 114 Angercan Tries 136 +1 - 25 16 Angel number 166 - 302 245 Angel nam Secs 295 5.7 10 28 330 200 Angel number 166 309 200 4.8 121 104 Archimetes Inc 117 10.15 10 12.4 70 662 10.5 Can Per C1 70 257 - 71 12 125 92 10. Cap. 500 120 +1 - 45 199 Angel number 356 10.17 4.2 125 127 127 128 12	305 228 Plantation & Gert lives 277 1.0 1.0 1.5 1.0 1.5 1.0 1.5
20 255 Sedynack Cropp 10p 48 41 127 277 478 584 584 587 478 478 478 488 487 478 478 478 488 487 478	194 150	481 156 Nest Rand R1 238 Q120d 16.3 Secial payment Cover does not apply to begicn payment. A first divided and secial payment of period in the second and secial payment cover does not apply to be period in the second and secial based on prospection or other official strategy price. For there and secial payment cover does not apply to be period payment cover does not apply to be period by the second and secial payment. For the second and second payment cover does not period payment to the second payment cover does not apply to be period and second payment cover does not apply to be period and second payment cover does not apply to be period payment. For the second payment cover does not apply to be period and second payment cover does not apply to be period and second payment. A first divided and second payment cover does not apply to be period and second payment. A first divided and second payment cover does not apply to be period. Because for 1948. F. Doubled and second payment and second payment cover does not apply to be period of the payment cover does not apply to be period. Because for 1948. F. Doubled and second payment cover does not apply to be period. Because for 1948. F. Doubled and second payment covered payment cover does not apply to be deviced payment covered. The second payment covered by the second payment covered by the second payment covered payment covered payment covered by the second payment covered payment covered payment covered by the second payment covered payment covered by the second payment covered payment
27) 12 \$\frac{1}{16} & \$\fra	320 200 Cloid Health II 315 92 48 FFrench 10s 45 -2 15.0 42 1.9 15.0	175 70 Marrenale 10 25 104 44 970c 6 218 177 1
134 46 Berst Water 10p 105 62 13.5 26 48 9.2 9.2 9.5 Enter of Leach 18.5 24 19.5 1	121 87 Case Venture 19. Mp. 107 -2 0.85 0.5 11 36 00 pageting 570sp. 79 1 92 27 19 19 19 19 19 19 19 19 19 19 19 19 19	77 [5771] 996 Productor P1 \$124)=4 19310d 1.4 (7.9
22 25 Gramples TVA 10p. 36 11 16167 4 79 4 40 340 Grangles Trees. 35 10 Generals Little Case. 25 -7.7 29 5,9 8,2 174 180 187 117 117 117 187 180 187 1	114 96 Derby Ts. Inc. 114 8.37 10.5 105 56 PReysess (Inc. 96 -2 01.750 1.3 125 95 Du. Cap. 10p 115 115 200 125 Kindrin Taylor 10p 207 201 101	10 416 146 (Western Areas R) 25846-2 10021c 31 1 This service is available to every Company shall in an Shack 14 1394 1165 Western Dero R2 25646 2690c 6 0.1 Exchanges throughout the United Kingdom for a fee of £875 per 33 85 32 (Zamban 10c 53 -1 10031c 10 8.3 2886

Account Dealing Dates

Option Dealings tions Dealings Day Jan 27 Feb 6 Feb 7 Feb 17 Feb 10 Feb 20 Feb 21 Mar 3 Feb 24 Mar 6 Mar 7 Mar 17 "New-time" dealings mey take lace from 9:30 am two business days

Sharply lower North Sea oil prices imparted restraint to London markets yesterday and foiled an attempt by the FT Ordinary share index to breach 1200. which established another record which established another record level on Monday, but the oil price developments soon brought a change of tack. Brent crude dropped over \$1 per barrel in the wake of weaker US oil futures; the latter were purportedly affected by the UK Energy Secretary's reiteration of Government policy not to inter-Government policy not to inter-fere with North Sea production levels.

Levels.

Light profit-taking replaced the good investment demand of the previous two sessions, but the sales were generally aimed at speculative high-filers and situation issues. Few jobbers were afforded any real opportunities to replenish short book positions with stock of top-quality industrials. Banking shares succumbed as concern over Central and Latin American debt problems resurfaced, but the main casualties were the oil majors. British Petroleum fell 13 to 550p, while

recovered throughout the late trade to close 7.6 down at 145.9.

The FT-SE 100 share index recovered throughout the late trade to close 7.6 down at 145.9.

The FT-SE 100 share index recovered throughout the late trade to close 7.6 down at 145.9.

The FT-SE 100 share index recovered throughout the late trade to close 7.6 down at 145.9.

The FT-SE 100 share index recovered throughout the late trade to close 7.6 down at 145.9.

The FT-SE 100 share index recovered throughout the late trade to close 7.6 down at 145.9.

The FT-SE 100 share index recovered throughout the late trade to close 7.6 down at 145.9.

The FT-SE 100 share index recovered throughout the late trade to close 7.6 down at 145.9.

Sipped back to close 6 cheaper on balance at 516p. John Mowlet, after rising to 1197.7, settled 3.9 off on the day at 1191.4. Most traders welcomed the respite in the market's forward momentum, considering the movement healthy in view of the sustained run over the past fortmight; during the previous trading Account, who leads to the participants, but lest levels were not always before drifting back to close on balance at 516p. John Mowlet, and 510 stope 15 to 250p, while fresh demand left Heywood Wilsiams 7 higher at 175p. ties were the oil majors. British
Petroleum fell 13 to 550p, while
Shell gave up 15 at 663p.
By mid-session, however, the
market had mostly absorbed the
effects of the oil price uncertainty and the tone began to
pick up. Sporadic American
interest in selected blue chips
was another help, although the
pound's continued progress

ing the previous trading Account, the index rose 61.5 points. Gilt-edged business contracted Gilt-edged business contracted noticeably ahead of today's subscription for the new tap stock. Applications for the £1bn issue of Treasury 10 per cent 1993 must be submitted by 10.00 am this morning in £20-paid form at a minimum tender price of £94. Because of the stock's prevailing stocks. cheapness over existing stocks of a similar life, a sizeable subscription should be forthcoming. scription should be formational Gilts eased a frac-tion yesterday, but index-linked stocks made limited progress on light demand.

Midland dip and rally

profit-taking in the wake of the sharp rise which greeted Friday's news of the sale of Crocker National to Wells Fargo, Midland rallied smartly from a dull level of 468p to close only 6 lower on balance at 480p as buyers

Oil price concern imparts restraint and equity leaders ease back

formed in a similar fashion with Barclays closing unaltered at 458p, after 453p, and Lloyds 3 cheaper at 458p, after 450p. Nat-West hardened a comple of west indicated a couple of series and series are series and series and series and series are series are series

Speculative activity among Composites waned considerably in the absence of any bid developments. Commercial Union, particularly favoured of late amid rumours that US arbitrageur Ivan Boesky had accumulated a 3 per cent stake, softened a couple of pence to 368p, after 265p. General Accident lost 7 at 758p and Sun Alliance relinquished 5 at 605p. Speculative activity among

quished 5 at 605p.

Allied-Lyons rose 5 to 285p following confirmation of the merger between its Britvic soft drinks subsidiary and Canada Dry Rawlings, jointly controlled by Bass and Whitbread. Elsewhere in Brewerles, attention centered on Guinness which roge 7 for a two-day advance of 14 to 292p. Distillers were unchanged at 612p, after 605p, but Argyll dipped 5 to 337p. Argyll dipped 5 to 337p.

Williams 7 higher at 175p. Against the trend, Wiggins encountered scrappy selling and shed 5 to 41p, while Acess Satellite fell 18 to 117p following comment on the interim results.

GUS good again

ICI opened a few pence higher on Wall Street influences, but slipped back in the absence of slipped back in the absence of follow-through support to close 3 cheaper on balance at 826p. Among other Chemicals, potential "shell" situation British Benzol attracted fresh demand and touched 70p prior to closing 2; better at 69p. James Halstead gained 11 to 129p on revived takeover hopes.

Great Universal Stores A con-

FINAN	ICIAL	TIME	\$ S1	FOC	K II	(DIC	ES				
	Feb 11	Feb. 10	Feb.	Feb	Feb 5	Feb.	ago ago				
Government Se	os	5 82.24	81,49	81,75	81,51	81,15	79.23				
Fixed interest.			87,30	87.26	87,13		83-42				
Ordinary ▼		A 1195.3	1187.7	1171.7	1165.1	1163.9	970,1				
Gold Mines	526	.7. 328,3				338,2	489,7				
Ord, Div. Yield.	: 4.3	55 4.34	4,37		4,44	4,44					
Earnings, Yid. 2	(tulif 10.6	30 _. 10.58¹	10,65		10,80	10.79					
PrE Ratio (net) (11,59	11,53		10,88				
Total bargains	(Est. 27,99										
Equity turnover	£mu —	685,68		•		_					
Equity bargains		30,687									
Shares traded (m9! —	295,4	327.4 ₁	266,0	238.7	235,4	216,1				
3 pm 1188.6. 4 100 Governmen Gold Mines 12/	● 10 sm 1195.7. 11 am 1193.1. Noon 1189.5. 1 pm 1188.1. 2 pm 1187.8. 3 pm 1188.6. 4 pm 1189.7. Day's High 1197.7. Day's Low 1187.7. Basis 100 Government Securities 15/10/26. Fixed interest 1928. Ordinary 11//35. Gold Mines 12/9/55. SE Activity 1974. Latest Index 01-246 8026. *Nil=11.32. HIGHS AND LOWS										
<u> </u>	1985/86	Since Co	yn pilat'ı	IND	IÇES	Feb 10	Feb.				
Н	gh Low	High	Low	Dail			_				
	.67 78.0 0/85) (28/1/8		49.18 (8/1/76)	Barg	ains	130,9	1				
			50.58	Valu	6 15102 ****	198.8 1.385.9	197,3 1562.9				
(25)	1.98 82.1 18/96) _, (28/1/8	5) (28/11/47)		5 dayA	verage						
Ordinary 115	18/96) (28/1/8 95.3 911, 2/66) (25/7/8	5) (28/11/47) 0 1195.3 5) (10/2/88)	49.4	5 dayA Gift Ex	iged ains,		135,0				

railied 13 to 194p in front of a presentation to brokers, while fresh interest was noted for Laura Ashley, 6 up at 191p, and Bremner, 7 higher at 58p, after 62p. "Call" option business helped Martin Ford to put on 3 more to 63p; the shares have risen from 52p since the announcement of disappointing full-year figures last Thursday. Our Price eased 5 to 550p after the interim results, while acquisition news failed to support Lee Cooper which fell 15 to 210p.

Amstrad's interim figures far exceeded brokers' optimistic forecasts—pre-tax profits at the half-way stage nearly trebled to £27 im—and helped the shares soar 50 to a new peak of 342p; they have now jumped 150 since the end of January. Elsewhere among secondary Electricals, Oxford Instruments rose 15 to Oxford Instruments rose 15 to
410p on talk of a broker's visit
to the company and Cambridge
gained 18 to 278p in reply to a
broker's circular. Bowthorpe
firmed 10 to 430p following
revived demand in a thin market and ER appreciated 13 at
250p or revived speculative Vidland dip and rally gained 11 to 129p on revived takeover hopes.

Initially vulnerable to further rofit-taking in the wake of the harp rise which greeted Friday's lews of the sale of Crocker attonal to Wells Fargo, Midland allied smartly from a dull level of a merger with Sears, finally 4 at 80p and HB Electric were to the good at 123p. Other pappeared. Other clearers perbased for the good at 45p. NEI breath after recent strength.

Burton eased a few pence to ment, while Sound Diffusion put 264p, as did Wootworth at 487p. on 3 more at 49p. By way of Underwoods, neglected of late, contrast, United Scientific lost rallied 13 to 194p in front of a 10 at 173p on lack of support. Among the leaders, Thorn EMI fresh interest was noted for refected the possible early sale of its heating division to Myson Bremner, 7 higher at 58p, after 62p. "Call" option business have helped Martin Ford to put on 3 more to 63p; the shares have risen from 52p since the announcement of disappointing BICC gave up a few pence at

285p.

Demand revived for Vickers which put on 10 to a new peak for the year of 348p, but other leading Engineers were inclined easier. Elsewhere Laird Group, in beland response to recent easier. Elsewhere Laird Group, in belated response to recent press mention, advanced 9 to 247p. Speculative demand revived for Woodhouse and Rixson which put on 6 to 73p. Stothert and Pitt advanced 9 to 182p and Ransomes Sims improved 7 to 132p. Newman-Tonks hardened 3 to 136p following the formal offer document

prises gained 8 to 78p
Losses in the miscellaneous
industrial leaders were usually

Tonks hardened 3 to 136p following the formal offer document from McKechnle, a couple of pence firmer at 189p, after 203p. Manganese Bronze, in contrast, fell to 52p before closing 5 off on balance at 54p on the sharply lower interim profits.

Leading Foods opened higher, but subsequently eased back on profit-taking to close virtually unchanged. Elsewhere, recent takeover favourite Bassett came back 8 to 170p in the absence on balance at 54p on the sharply lower interim profits.

Leading Foods opened higher, but subsequently eased back on profit-taking to close virtually unchanged. Elsewhere, recent takeover favourite Bassett came back 8 to 170p in the absence of any developments. Hillsdown, mentioned as a possible bidder for Bassett, shed 12 to 203p. Profit-taking also clipped 7 from USM-quoted Wold at 78p.

Profit-taking also clipped 7 from USM-quoted Wold at 78p.

Minerals showed a 6 fall to 75p and Sons of Gralia retreated 5 to 170p. The leading diversified issues showed. Western Mining 5 off at 164p, soft at 164p, soft at 164p.

Traded Options

Lonrho returned to the fore calls transacted, the February Tootal at 81p, and 5 from Illing-taking also clipped 7 from USM-quoted Wold at 78p.

Minerals showed a 6 fall to 75p and Sons of Gralia retreated 5 to 170p. The leading diversified issues showed. Western Mining 5 off at 164p.

Traded Options

Lonrho returned to the fore calls transacted, the February Tootal at 81p, and 5 from Illing-taking also clipped 7 from USM-quoted Wold at 78p.

Minerals showed a 6 fall to 75p and Sons of Gralia retreated 5 to 170p. The leading diversified issues showed. Western Mining 5 off at 164p.

Traded Options

Lonrho returned to the fore calls transacted, the February Tootal at 81p, and 5 from Illing-taking also clipped 7 from USM-quoted Wold at 78p.

Wood Mon. Dear 120 of Mon. Dear

market of late, encountered profit-taking and gave up to 10 to 665p, while Reckitt and Colman, also a rising market recently, shed 16 to 690p. recently, shed 16 to 690p. Plikington, reflecting a filurry of speculative activity, resisted the trend and put on 10 to 373p. Elsewhere, Bestobell continued to reflect bld hopes and advanced 15 more to 260p, after 265p, while Staffordshire Potteries, still on talk of a large stake changing hands, improved 5 further to 99p for a two-day gain of 25. UKO International edged up 6 more to 135p, but profit-taking clipped 15 from Parkfield Group at 280p and left Pentland 10 off at 365p after 360p. Stonehill Holdings fell 4 to 78p on sharply lower interim 360p. Stonehill Holdings fell 4 to 78p on sharply lower interim profits, while United Packaging, also on the half-year figures, eased 5 to 120p. Speculative activity revived in English China Clays which moved up 11 to 296p, but Prestwich turned reactionary and fell 10 to 128p along with Turner and Newall, 9 cheaper at 1270 Demand revisited for Asso-137p. Demand persisted for Associated British Ports, up 8 further at 420p, and gains of a similar amount were recorded in Williams Holdings, 477p, and Avon Rubber, 285p.

MEPC remained firmly in the limelight in Properties, rising a further 10 to 322p on continuing speculation about a possible bid from Trafalgar House, 3 cheaper at 319p. Other leading issues also gained ground, but settled a shade below the best in places. Land Securities finished a couple of pence dearer at 301p, after 303p, while Stock Conversion settled 5 higher at 530p, after 535p. Samuel Properties revived strongly and gained 5 to 167p, while Great Portland Estates firmed to 6 to 170p and Slough Estates moved up 5 to 154p. Bid speculation continued to sur-MEPC remained firmly in the speculation continued to sur-round estate agents and Mann and Co were again prominent with a fresh rise of 14 to 274p. Councils gained 8 more to 210p and Hanover Investments firmed 4 to 152p. Elsewhere, Clarke Nickolls spurted 27 to 165p on the announcement that Caneopen, a company controlled by overseas interests, had acquired a 29.1 per cent stake at acquired a 29.1 per cent stake at 175p per share. Abace put on 3½ to 32½ as the company revealed that it was at an advanced stage of negotiations for a significant acquisition. Five Oaks gained 4½ to 57½p on speculative buying, while USM-quoted Sheraton Securities added 2 more to 27½p.

Textiles, particularly buoyant recently amid persistent specu-

Jersey, on the other hand, con-tinued to benefit from favourable similar amount to 247p following the annual meeting.

Among Financials, Britannia

Arrow returned to prominence with a gain of 4 to 139p follow-ing a "buy" recommendation from brokers de Zoete and Bevan The rally by leading oils over

the rally by leading ous over the previous two trading sessions was brought to a halt by the downturn in North Sea oil prices. Selling pressure was by no means heavy but persistent offerings unsettled sentiment in the sector and RP dround 13 to offerings unsettled sentiment in the sector and BP dropped 13 to 550p. after 548p, while Shell closed 15 off at 663p. Britoil lost 8 to 185p. LASMO gave up 7 to a year's low of 163p and Ultramar fell 6 to 210p.

IC Gas moved against the general trend and put on 8 to 308p amid continued talk of an imminent takeover bid. Elsewhere, Plet Petroleum ran back 5 to 98p and New London Oil slipped 3 to a 1985/6 low of 35p.

Quiet mines

Mining markets put on a decidedly lack-lustre showing and did little more than mark and did little more than mark time in extremely subdued trading. South African Golds opened on a slightly easier note, reflecting the poor performance by the builion price in the US overnight which carried over into initial trading in London. Thereafter, turnover was reduced to a trickle and prices slipped further in line with gold before steadying at the lower levels.

The gold price was finally quoted at \$335 an ounce, a net fall of \$4 and only marginally above the day's low of around \$335.5.

The Gold Mines index gave

The Gold Mines index gave The Gold Mines index gave up 1.6 to 326.7. Price changes in the beavyweight Golds were generally restricted to i or i in either direction but Vaal Reefs proved a vulnerable market and gave up i to £55. Free State Geduld, on the other hand, edged up i to £16i following shareholders' approval at the meeting in Johannesburg for the proposed merger with the other Orange Free State gold mines in the Anglo American group.

South African Financials were South African Financials were barely changed as were UK-registered issues, but Plathnums made early progress before turning easier. Rustenburg Platinum ended the session 9 up on balance at 661p while Impala hardened a few pence to 665n.

The retreat by the gold price and a disappointing trend in overnight markets "down-under" prompted a weak opening by Australian issues. Sterling's continuing improvement against the Australian persond a major the Australian proved a major deterrent to London investors in the sector which subsequently fell further to close at the day's lows. Golds were particularly unsettled and Gold Mines of Kalgeoriie dropped 25 more to 410p while Central Norseman fell 10 to 313p and Whim Creek 6 to 112p. Australian Consolidated Minerals showed a 6 fall to 75p

demand and recorded 1,180 calls, 477 of which were struck in the March 390's, while a lively and evenly-balanced business developed in Imperial Group which attracted 1,272 calls and 763 puts. Total contracts done amounted to 17,580.

EQI	JIT	IES								25	· ·
rice and a series	d'at		194	56/6	Stock	Okelng petre	+ or 	25. 2.5.		25 25 25 25 25 25 25 25 25 25 25 25 25 2	3
25	EE	750	High	Low	! 	0-	! 		- 5		_
\$160 687 \$63 \$56 190 18 105 \$127 \$7255 \$7 100 140	500 F.P. F.P. F.P. F.P.	7:5 23:1 32:1 10:1 6:3 14:3 7:5 21/2	75 63 175 125 120 128 134 360 528 121 25	285 64 591 100 116 115 125 333 277	ABrookmount Gable & Wireless 50p. Schancery-Sountiese Schanner Surface United the Surface United Uni	78 52 152 128 124 126 325 121	+1	bg 5.5 59.5 59.1 59.1 59.1 59.1 51.2 59.7 59.7	1.0 5.5 6.5 9.9	8.4 2.7 1.2 2.0 4.5	11.4

FIXED INTEREST STOCKS

							7	
issue price	Amount paid up	date date	198		Stock	O De la se	+	
	4 "		High				-	
199,518 11 199,700	NII NII E10 F.P. E40 F.P.	38\3 \$9\3	2456 10419 93 2614 1ppm 8pm 1012 10016 4054 4014 99	104 93 231 1ppm 4pm 10 993 36	Affied Lon. Props. 1924 ist Mort. Deb. 3225 Anglo-Rordio 11:25 Cm. Pf	264 1ppm 4pm 101 100 384 93	(h (r (r	
RIGHTS OFFERS								

			<u> </u>		
nount ld up	Latest Renunc.	198	56	stock	Cheding
₹2	GELG	High	Low		3"
NII NII F.P. F.P. F.P. F.P.	213 213 213 133 192 713 713 2713 2713 2713 2512	53pm 16pm 55pm 29 485 18 ¹ 2 70 85 180	80pm 38pm 13pm 47pm 17 400 171 68 79	Commerciant Dm10. Cray Electronics 10p. Meggnt Hidgs. 5p. Maldemmer Inna 50p. Maldemmer Inna 50p. Paol Hidgs. Paol Hidgs. Tailos. Triplex. Unicroup 15p.	92 -1 117 43pm -1 50pm -3 15pm +1 55pm -2 485 -1 1812 70 -1
MH	10/3	7pm	500	Walker (C & W) 15p	5pm ·
	DUY P.P. NEW MINE F.P.P. P.F.P.P.	F.P. 3/3 F.P. 7/5 Nii 13/5 Nii 13/5 Nii 13/5 Nii 13/5 Nii 15/2 F.P. 7/5 F.P. 27/3 F.P. 17/2 F.P. 17/2 F.P. 17/2 F.P. 17/2	F.P. 3/3 100 F.P. 7/3 123 F.P. 7/3 123 F.P. 7/3 123 F.P. 7/3 53pm F.P. 1912 29 F.P. 7/3 485 F.P. 7/3 1812 F.P. 7/3 1812 F.P. 17/2 85 F.P. 17/2 85 F.P. 17/2 85 F.P. 15/2 180	September Sept	Section

RISES AND FALLS YESTERDAY'S **ACTIVE STOCKS**

NEW HIGHS AND

LOWS FOR 1985/6

FT-ACTUARIES SHARE INDICES

These Indices are the joint compilation of the Financial Times the Institute of Actuaries and the Faculty of Actuaries

EQUITY GROUPS & SUB-SECTIONS						Tues Feb 11 1986						Mon Feb 10	Fri Feb. 7	Thur Feb 6	Year age (approx.)
<u>:</u>	Fi	igures în parenthe stocks pe	ses show r section	aumber	of lad		nce (Mi	SL Birgs BYS BYS	Gross Div. Yield% (ACT at 30%)	Est. P/E. Ratio (Net)	nd adj. 1986 to date	ladex No.	ledex No.	index No.	index lie.
•	1	CAPITAL 800D			_ 616			26	3.74	13.56	0.97	626.53	611.45		539.81
	2	Building Materia Contracting, Con		(27)	665 978			.91 .24	4.06 4.34	12.65 14.18	8.34 1.80			648.51 968.62	488.50 717.84
•	4	Electricals (13).			1737	.80 +1	8 0	A3	4.37	15.A7	0.94	1728.88	1701.04	1697.93	1571.86
	5	Electronics (39)			3485 340			[2]	3.86	13.31	5.85 6.27	1504.89			1673.03
	6 8	Mechanical Engli Metals and Metal			_ 271			ii l	6.01	15.05	8.80			337.98 266.32	287.53 175.78
	9	Motors (18)			248	33 -0	.7 9	66	3.71	12.60	0.34	258.03	243.94	242.94	159.78
	30	Other Industrial 1			1119 801			笳	3.20 3.45	17.50 14.91	0.20 1.56			1005.91 705.03	999.28
٠	21 22	CONSUMER GR Brewers and Dist			207			25	3.78	13.17	110			803.43	626.89 570.72
•	25	Food Manufactur	ing (22) .		578	.91 -6		A0	4.36	12.44	1.68		572.66	572.50	496.24
٠	26	Food Retailing (1		.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	3724 1317			.95 26	2.69 2.49	19.55 20.24	5.68 0.02	1731.46 1327.55		1793.41 1329.40	1456.13 1013.13
	27 29	Health and House Leisure (25)	HOW FT	0002 (7).	_ 883			<u> </u>	4.29	18.17	2.99	793.36		782.05	676.80
	32	Publishing & Prin	nting (13)		2855			22	4.43	15.34	2.36	2052.97	2829.37	2006.77	3680.28
	33 34	Packaging and Packaging and Packaging Address (43)	aper (15)		407 772			.48 .94	3.90 2.81	14.02	0.09 1.04	407.72 768.91	395.77 748.53	391.76 735.70	304.30 530.30
	35	Textiles (16)			447				3.90	11.44	8.00			443.56	323.14
	36	Tobaccos (3)			986	.86 +1		63	4.70	8.33	0.00	977.42	976.22	965.98	982.62
	41 42	GTMER GROUP: Chemicals (19)	5 (85)		732 586			34 39	3.98 4.80	14.04	8.85 2.32		731.15 209.98	723.59 798.17	673.81 823.89
_	44	Office Equipment	(4)		246			A7	4.69	18.45	812	246.06	248.58	234.47	180.13
,	45	Shipping and Tra	nsport (1)		2442			.07	4.62	17.46	0.00			1401.77	1187.40
:	47 48	Telephone Netwo Miscellaneous (4)			868 903			48 54	3.77 3.57	14.46	8.93 8.25	877.04 908.07	872.56 901.15	866.45 887.54	780.89 843.69
	49	INDUSTRIAL C		H2)	743			25	3.67	14.34	1.24	744.71	737.13	730.42	621.26
-	新	Oil & Gas (18)			_ 1112			.62	7.90	6.37		1138.17			1198.59
	59	500 SHARE IND		<u>)</u>	776	.83 -0.	A 9	94	4.14	12.58	1.15	778.89	779.38	762.95	669.35
	61	FINANCIAL GR	OUP+(1)	9)	539			[4.49	[===	8.24		533.89	524.51	45L62
	62	Banks (7) Iosurance (1.ife) (701		} 533 616			29	5.87 4.17	8.17	9.00		537.21 802.48	529.00 794.68	469.29 603.81
	66	Insurance (Comp			440.	.79 -0.	ā -	- 1	4.46	-	0.80	442.42	432.41	421.77	316.11
-	67	Insurance (Broke			1 <u>312</u>			.45 }	3.26	20.72	8.95	1301.89	1294.17	1299.19	1135.36
	68 69	Merchant Banks (Property (51)	(11)		308. 688.			.76	3.38 3.59	23.22	8.63 0.42	387.92 681.30	306.12 672.70	305.77 663.83	239.70 626.46
:	70	Other Financial C	26)		380.			34	441	14.78	0.98	299.43	299.72	297.48	292.50
e	71	investment Trust			665			-1	3.24		0.93	664.54	664.46	66 1. 96	620.70
:	81 91	Mining Finance C Ove <u>rseas Traders</u>	3) [74]		266 625				5.84 6.69	9.26 8.69	0,80 8,00	267.50 627.62	262.03 626.68	260.15 618.79	298.28 662.80
	99	ALL-SHARE IN		9)	797			-	4.19		0.91	709.37	702.16	694,70	613.38
					Inde	x Day	y's Da	y's	Day's	Feb	Feb	Feb	Feb	Feb	Year
	_			-	<u>_N</u>			igh	Low	10	7	6	5	4	290
-		FT-SE 100 SHAF	CE MUE	X	1245	3.9! -7.	9 1146	(25 I)	4473	14017	1445.0	1425.9	1424.1	1431.6	1273.0
		FD	KED	INTE	REST	r			AVER REDE	AGE CRI	OSS YIELDS	{	Ties { feb 11	Mon Feb 10	Year ago (approx.) .
	_	SDIGE .	Tees	Day's	Mon		nd adi.	†~		it Cover			~-{	-	
		PRICE UIDICES	Feb	change	Feb	nd adj.	1986]]	L Low Cousa	_ ;	5 years	·}	9.82 \ 30.27 \	9.78	11.35
_			11	%	10	(in date	(3		5 J	jears		10.23	29.26 19.27	18.96 18.56
:	٣_	British Covernment					1	1 4	Mediu	or !	years		11.38	11.38	12.15
•	1	5 years	118.16	+0.63	118.12	l —	0.94	8			years		10.72	10.78 18.38	11.42 30.83
	2	5-15 years	129.78	-0.05	129,84	 -	1.21	7	High	- 1	5 · years		11.53	11.51	12.26
	3	Over 15 years	135.48	+0.63	135.75	8.31	2.05	8			years		16.93	10.93	11.57
		Irredeemables	149.41		149.92	! —	0.00	1 10	rı	Z: emables	j€25		18.53 18.15	10.53	10.82 16.28
•	_5	All stocks	128.34	-8.01	128.46	0.05	123	┌┈		Linked		╼╌╄	 -+		
	- 1	Control 1 Indicate	I		ı	1	1	I	14-0-4			. ł	1	1	

0.54

0.45

+0.64 106.16

+0.18 | 107.41 |

+0.15 | 107.55

110.66 +0.17 | 110.48

107.60

107.71

4.76 3.86 3.77 3.71

11.72 11.47

4.76 3.87 3.78 3.72

12.11 11.73 11.50

610 610 610

12.17 12.14 12.14

First Last Last For Deal- ings ings tion ment Feb 2 Feb 14 May 8 May 19 Feb 17 Feb 28 May 29 June 9 Mar 2 Mar 14 June 12 June 25 Fee sets indications see and of rate indications see end of

Amstrad, Martin Ford, Abace Investments, Thomas Robinson, Polly Peck, Tranwood, Rowntree Mackintosh, Cowan de Groot, Asset Special Situation Trust, Enterprise Oil, Pressac, Sound Diffusion, Barham, Laura Ashley, Bluehird Toys, Thomas Locker, Marley and Combined Technologies. Put options were taken out in Dixons, Harmony Gold Mining and Reckitt and Colman. No double options were reported.

EUROPEAN OPTIONS EXCHANGE 11 25 60 10 8.50 5 3 8 15 7,60 2,60 1,50 8.60 3,80 ABM P

ABGON P

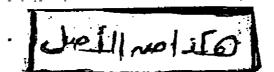
ABGON P

ABGON P

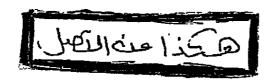
ABGON P

AME P

A 10 Fl. 187,56 — Fl. 78.30 17 -5,08 8 FL163,70 FL 82.50 FI.108.69 10.80 2D 10.60 F1,225.80 B,50 FI, 86,80 F1. 68.60 F1,193,50 5.60 6.80 5_ 13.80 5 35 121 17 10 13 286 48 79 1 8,60 Fi. 78.63 7,40 16,70 15,50 FI. 65 Ft.186,29 FI, #3,70 FL380.50 TOTAL VOLUME IN CONTRACTS: 21,995



ICK2



WORLD STOCK MARKETS

	Feb. 11 Price + or	Feb. 11 Price + or	NORWAY Price Feb. 11 Kroner	Feb. 11 Aust.S		CANADA
The state of the s	Feb. 11	Feb. 11 Price + or pm. — EG. 305.2 + 2.7 Illiant Vers	Feb. 11 Cronér	Feb. 11 Aust.8	-0.02 MHs	TORONTO Prices of 2.100mm Pri
Man In	Cir Alcatel 1,459 +19 Academy 1,450 +19 Ac	163,7 -1,1	Sandoz BY Clas 1,750, Sandoz BY Clas 1,750, Schindler (PtCts 870 Sika 1,600 Surveillance A 6,475 Swissa Bank 557 Swiss Reinsce 1,880 Swiss Reinsce 2,485 Union Bank 4,980 Zurich Ins 6,825	-50 Dai Nippon Ptg -1,340 -50 Daiwa House 870 -15 Daiwa Sec. 810 -500 Fanuc 6,870 -40 -25 Fuji Bank 1,540 -25 Fuji Film 940 -55 Fuji Film 940	-2 Malay Banking 4.25 + 0.05 -3 Malay Utd. Ind 1.17 - 0.01 -1 Mutri Purpose 0.44 + 0.51 -10 OCSC	NEW YORK-DOW JUNES
IND R	Gen.Ockidentaje, 760 (metal 84 +2.1 Gen.Ockidentaje, 860 +28 (metal 850 metal 850 metal 850 (metal 850 metal 850 (metal 850 metal 850 metal 850 (metal 850 metal 850 metal 850 (metal	mer Doug N.V. 72.9 + 0.3 tt Mueller 72.7 - 1		Heiwa Real Est. 798 Hilbachi. 797 Hilbachi. 797 Hilbachi. 1,410 Honda 1,160 Honda 1,160 Honda 1,160 Honds 1,160 Ho	To Lee Bk 2.05 + 0.02 2	Delaymide 1,221 22 1,026.36 1,826.26 1,826.26 1,826.25 1,826.26 1,826.26 1,826.26 1,826.26 1,826.26 1,826.27
100 (100 (100 (100 (100 (100 (100 (100	OVER-THE-C	COUNTER A		 		Identify
	Stock Selex High Law Len C (Hards) Continued from Page 39 PacTel 80 55 104, 134, 134, 134, 134, 134, 135, 131, 134, 134, 135, 131, 134, 134, 134, 134, 134, 134, 134	ScanOp ISB 12's	584 8 1 - 1 114 129 + 1 1 129 + 1 1 11 11 11 11 11 11 11 11 11 11 11	#inds] 76 104 28 2894 29 + 14 210 75 75 76 77 + 15 139 54 65 66 1 2 7.18 5-18 5-18 7.16 + 16 18 33 33 33 + 1 172 1114 11 1116 48 57 27 2852 2852 U 80 216 275 275 2852 2852 U 80 216 275 275 275 2852 2852 U 80 216 275 275 275 2852 2852 U 80 216 275 275 275 275 - 15 1102 14 135 1374 + 15 1223 2014 195 2015 + 16 85 324 315 2015 + 16 123 2014 195 2015 + 16 85 81 51 314 135 1374 + 15 123 1074 10 1074 + 14 39 314 315 318 136 + 16 39 314 315 318 136 + 16 39 314 315 318 136 + 16 39 314 315 318 136 + 16 39 314 315 318 318 1 137 327 327 327 327 327 1 12 118 49 44 49 + 1-16 95 324 315 317 317 1 12 118 49 44 49 + 1-16 95 314 317 327 327 27 1 12 118 49 49 49 40 + 1 16 12 118 49 49 40 40 + 1 16 12 118 49 49 40 40 + 1 16 12 118 49 49 40 40 + 1 16 12 118 49 49 40 40 + 1 16 12 118 49 49 40 40 + 1 16 12 118 49 49 40 40 + 1 16 12 118 49 49 40 40 + 1 16 12 118 49 49 50 40 40 + 1 16 12 118 49 49 50 50 4 5 16 13 15 15 15 15 28 81 54 5 55 4 1	Stack Sales High Low Lest Cang	Total Feb Fe
	RAX	\$ \$pecCS	59 6 49 + 14 151, 154 - 15 10 158 + 19 10 158 + 19 201, 251, - 3, Am 251, 251, - 3, Am 251, 251, - 1, Bes 25	CONDON (in pence RISES co Irw	Chief price changes e unless otherwise indicated) Underwoods	Fourth quarter 1985 1984 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8
	Process	THE TOTAL TO	84	m & Co 274 + 14 slem (J) 354 + 14	Parkfield Group 280 -15 Prestwich	at the following hotels in Nice: Westminster Concorde, Méridien, Beach Regency, Frantel, Sofitel Splendid, Holiday Inn, and the Novotel "Sophia Antipolis". FINANCIAL TIMES EUROPE'S BUSINESS NEWSPAPER The Financial Times to business clients. Complimentary copies of the Financial Times are available to guests staying at the Hotel de Paris, the Hotel Mirabeau and the Hotel Hermitage in Monte-Carlo. FINANCIAL TIMES EUROPE'S BUSINESS NEWSPAPER

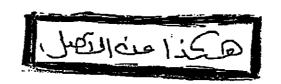


217:59:324 17:59:324 18:59:325 18:59

4 4 NA - HE WAS ANDER TO THE WAS ANDER TO THE WAS AND THE WAS AND

NEW YORK STOCK EXCHANGE COMPOSITE PRICES Close Checks 69 22 15% 53% 697 72% 13 15% 665 15% 675 15% 3112 28% 36% 36% BethStr | 5 BethStr | 5 BethStr | 5 BethStr | 5 BethStr | 12 So BethStr | 12 So BethStr | 12 So BethStr | 12 So BethStr | 13 BothStr | 14 So Brit | 1 新加强的 2000年 1000年 26 47 95 1-3 24 55 65 10 14 21 72 16 55 65 75 85 inidSit inidSit inidSit inidSit inidSit inidSit inidAin inidAi 10 29 5215 6: 29 3 1 19 36 7 26 7 2 6 6 3 4 16 GAF 20
GATX 120
GATX 7 4 46 12 14 22 1.8 20 29 14 2.6 22 21 8 D D 3 5 34 12.28 1.40 1.94 2.90 1.16 3.04 3.36 Dalias 66
Damarica 1
DanaCpl.28
Danacpl.28
Danacpl.28
Danacpl.28
Danacpl.29
Danacpl.29
Danacpl.29
Danacpl.29
Danacpl.29
Danacpl.29
Danacpl.20
D 18482776424445181991422477578258178477777782587882782777701233771114155251787510382564742445667 27/13/5/13/14/15/19 14/14/19 25 3534 12 3911 6 27 3713 3474 94375 2076 1276 5074 2175 2175 175077 4567 2578 2578 34 43% 20% 49% 27% 27% 55% 67 22% 27% 34 411; 197; 49 371; 211; 211; 48 551; 661; 231; 271; 221; 148 32 14 12 15 12 25 1.2 36 5 8.7 9 28 3.0 15 1 2 10 2.0 16 9 1 22 1.4 18 3.6 61 7.2 10 2.2 11 3.7 13 3.2 20 C C. 1916年,1916年 GG pr 2.7
GG pr 4.1
VICLC pr 4. KDI .2:
KLUS NAFCO 1 1.44
NBF 1 52
NBB 1 53
NBB 1 53 ក្នុងស្ថិត្ត និងស្ថិត្ត ស្ថិត្ត ស្ថិតិសិក្ស ស្ថិតិសិក្ស ស្ថិតិសិក្ស ស្ថិតិសិក្ស ស្ថិតិសិក្ស ស្ថិតិសិក្ស ស្ថិតិសិក្ស ស្ថិតិសិក្ស សិក្ស សិក្ត សិក្ស សិក្ត សិក្ស សិក हूँ ११ श्रीकृष्ट के प्रतिकृष्ट के प्रतिकृष्ट के प्रतिकृष्ट के प्रतिकृष्ट के प्रतिकृष्ट के प्रतिकृष्ट के प्रतिक इ.स. १९६० विकास के प्रतिकृष्ट के प्रतिकृष्ट के प्रतिकृष्ट के प्रतिकृष्ट के प्रतिकृष्ट के प्रतिकृष्ट के प्रतिकृष 3.1 11 13 15 8.7 8 10. 7.1 22 1.5 15 2.2 10 3.6 20 1 1 15 7.6 8 31'4 19'8 51'0 37'8 67 41'4 45'4 169 L L 284 10 34 235 235 235 235 245 25 25 25 27 195 27 27 195 27 27 19 28 29 21 47 11 101 18 184 463 19 54 19 \$\tag{\text{3}} \text{5} \text 97 7 11. 10. 11. 11. 17. 17. 1.0 1.1 395 177 27 343 167 6 4814 45812 358 5515 462 5515 4 | Company | Comp 以其中或日本的一种,如果我们有的,我们就是一个,我们是一个,我们是一个,我们是一个,我们是一个,我们是一个,我们们是一个,我们们们们们们的,我们们们们们们的一个,

الأعلى الأعل



NYSE COMPOSITE PRICES

AMEX COMPOSITE PRICES

Prices at 3pm, February 11

INISE COMPOSITE PRICES	AMEX COMPOSITE PRICES	Prices at 3pm, February 11
10. 10. 10. 10. 10. 10. 10. 10. 10. 10.	The column The	Second Dec 1909 High Law Change Change
10 4000 01. 01. 01. 01. 11.0 100. 100. 1	OVER-THE-COUNTER Nasdaq national market, 2.30pm prices	
		153
GRONINGEN/THE HAGUE/HAARLEM/HEEMSTEDE/ LEIDEN/LEIDERDORP/DEGSTGEEST/ RUSWUK/ROTTERDAM/UTRECHT Your subscription copy of the FINANCIAL TIMES can be hand-delivered	Ammana 44 491 251, 25 25 25 25 25 25 25 25 25 25 25 25 25	1225 223 205 224 + 2 225

FINANCIAL TIMES WORLD STOCK MARKETS

WALL STREET

Enthusiasm begins to cool down

THE IMPLICATIONS of falling oil prices on Latin American economics cooled some of Wall Street's enthusiasm yesterday, writes Terry Byland in New York.

An attempt by stocks to renew their advance was checked after Mexico's Foreign Minister said some South American countries would meet this month to discuss the "commodity crisis."

Credit markets opened firmly as the Fed Open Market Committee (FOMC) met to discuss policy, but gains in bonds were trimmed. Market analysts expect the FOMC to leave credit policies un-changed and to allow falling oil prices to keep rates low in the short term.

At 3pm, the Dow Jones industrial average was 3.56 down at 1,622.82. There was heavy turnover in the big

three motors stocks as Wall Street continued to forecast a recovery in sales over the next six months as lower oil prices and interest rates boosted customer demand.

General Motors, at \$78%, gained a further \$1%, with more than 1m shares traded at midsession. Equally active were Ford, \$2% up at \$68% and Chrysler, \$1% up at \$53.

800

NEW YORK

LONDON

TOKYO

Nikke

Tokyo SE

AUSTRALIA

Metals & Mins

Credit Aktier

Belglan SE

Composite

DENMARK

FRANCE

Ind. Tendance

WEST GERMANY

Commerzbank

FAZ-Aktien

HONG KONG

ITALY

Hang Seng

Banca Comm.

METHERLANDS

ANP-CBS Gen

ANP-CBS Ind.

NORWAY

Oslo SE

SINGAPORE

Straits Times

SOUTH AFRICA

JSE Golds JSE industrials

Madrid SE

SWITZERLAND

Swiss Bank Ind

MS Capital Int'i

Silver (spot fixing)

Oil (spot Ambian Light)

Copper (cash)

Coffee (Mar)

SWEDEN

J&P

(London)

London

Peris (fixing)

Luxembourg

New York (April)

Zürich

SPAIN

All Ord.

AUSTRIA

BELGIUM

CANADA

FT Ord

FT-SE 100

FT-A 500

FT-A All-share

FT Gold mines

FT-A Long gilt

DJ industriak

DJ Transport

S&P Composite

FT-Actuaries
All-Share Index

1982

STOCK MARKET INDICES

1,621.22*

764.48

178.50

215.95

1 453.9

707.48 776.03

1.191.4 1.195.3

1.064.5 1.068.9

514,6 520.0

118.21 117.96

3,039.55 3,048.54 2,155.7

2,189.4° 2,215.2 2,184.0 2,773.2° 2,792.9 2,602.7

135.23° 136.85 130.88

288.1 108.7

2,027.5 2,031.1 1,161.4

closed 1,734.04 1,357.94

256.2

246.9

611.33

1,884,25 1,861,9 1,486,98

584.1

263.7

Feb 11

£2,523.00 £2,507.50

415.90p

n/a

Feb 11 \$336.00

\$335.35

·\$337.75

\$341.60

2980.00

504.80 502.40

385.85 382.11

111.25 110,39

581.8

256.3

COMMODITIES

GOLD (per ounce)

110.9

246.4

n/a 227.12 174.26

Both oil and bank stocks held steady despite the implications of falling oil prices. Exxon, encouraged by comment in the investment press, which drew attention to the company's record of riding out hard times, gained \$% to \$50%. Tech-nology stocks played a more subdued role than in recent sessions. IBM, down \$% at 156%, was heavily traded and tried to move forward at midsession. Digital Equipment gave up \$% of recent gains to stand at \$158%, while Burroughs, down \$% at \$69% and Honeywell, unchanged at \$78%, saw little trade.

Eastman Kodak fell \$2% to \$48% on heavy selling after reducing its profits forecast.

Semiconductor issues continued to hold firm, with Motorola gaining \$% to \$45 as the market again responded to reports of a recovery in semiconductor

The money centre banks were mostly firm despite delays in Mexico's efforts to obtain new loans from the IMF as the fall in oil prices threatens debt interest payments.

Chase Manhattan gained \$% to \$73% and Citicorp \$1 to \$50%. Wells Fargo gained a further \$1% to \$75% as Wall Street continued to take a favourable view of the purchase of Crocker, the troubled Californian offshoot of Midland Bank of the UK.

Airlines showed a more mixed response to the renewed weakness in fuel prices. United jumped \$1% to \$58% as the purchase of Pan Am's Pacific routes became effective. At \$9%. Pan Am stock remained unchanged, just below the 52week high.

The other domestic airlines turned

US DOLLAR

2.3855

188.15

7.31

2.006

48.8

INTEREST RATES

US BONDS

Feb 11°

100% 8.017

Day's change

+0.21

+0,18

+0.11

+0.20

+0.32

Yield

10.15

7.56

9.88

9.80

10.35

High

86-00-86-04-85-22-85-14

93.04 93.08 93.00 92.99

92.29 92.30 92.29 92.25

91.98 92.00 91.95 91.92

110-06 110-09 109-28 110-09

101 10.40

11.80 Feb 2013 110% 10.65 110% 10.65

12% Dec 2012 108.829 11.20 108% 11.27

FINANCIAL FUTURES

Latest

LIS Tressure Bills (IMIR)

US Tressury Bonds (CST)

Feb 11'

100%

104

139.63

136.00

130.37

138.16

152.68

Source: Memil Lynch

10% June 1990

3% July 1990

8% May 2000

10% Mar 1993

10% May 1993

10% May 2013

Abbot Lab

CHICAGO

Mag

Mar

LONDON

8% 32nds of 100%

\$1m points of 100%

\$1m points of 100%

\$1m points of 100%

20-year Notional Gilt

£50,000 \$2nds of 100%

Diamond Shamrock

Federated Dept Stores

Yield

992% 8.8797 991% 8.877

991%2 8.942 987%2 9.039 1007%2 9.173 997%2 9.269

1,616.0 1,622.0 2,281.75 2,284.5

Feb 11 Previous

1.3955 1.39675

187.35

1.981

7.2875

Euro-currencies (3-month offered rate)

SFr

FFr

US Fed Funds US3-month CDs

1993 1996

Treasury

8% 9%

1-10

US3-month CDs US3-month T-bills

3-month US\$ 6-month US\$ STERLING

1,412 1,4085

3.36

265.0

10.295

2.825

1.9691

121%

41/16 4%

15%

8% 8%

7% 7.7 7.17

Prev

8.07

Day's change

-0.04

-0.04

-0.04 -0.04

9.80

101 10.40

102% 10.35

100%

Yield

8.65

8.40

8.05 8.50

Prev Price Yield 100% 10.15 86% 7.65

104

Feb 11 Previous

264.5

10.29

68.55

4% 15%

7'%' 7.65° 7.095°

1.97

2.7975

KEY MARKET MONITORS

1985

SFr

CS.

1984

Year ago

1,276.06

149.31 180.51

970.1

613.38

669.35

489.7

10.84

62.36

70.2

273.69

200.4

158.5

345.43

808.94

848.4 861.8

83.86

417.2

Year ago 197.1

422.65p

n/a

2996.00

\$340.00

\$340.25

\$341.19

\$338.50

\$340.80

1983

1.626.38

767.92

178.29 216.24

1.461.5

709.37

778.89

10.53

closed 13,226.07 12,009.00

closed 1,056.90 924.45

easier as some profits were taken. Northwest Air at \$48% shed \$%. The NYSE actives were headed by

Johnson & Johnson, which plunged sharply after Great Atlantic & Pacific, the major supermarket chain, removed Johnson's Tylenol product from sale following an unexplained cyanide poisoning death.
Other features included a strong

surge in CBS, up S3% at \$118% following the profits statement. Mesa Petroleum added \$% to \$2% in heavy turnover after bidding for KN Energy, a natural gas and pipeline company. Texas Oil & Gas added \$% to \$14% as the merger with US Steel was consummated.

Press reports that sales at major retailers had slowed brought falls of S% to \$40% in Sears, Roebuck, of \$% to \$38% in K mart and of \$% to \$66% in Federated Department Stores.

The latest dip in the US dollar continued to help pharmaceutical issues, although gains were modest. Merck edged up \$1/4 to \$1431/4 and Pfizer \$1/4 to \$501/4. A rise of \$1 to \$781/2 in McDonnell Douglas featured a strong defence/aero-space sector. Morton Thiokol eased 5% to \$33% as the enquiry into the shuttle

disaster continued. In the credit markets, the Fed acted to drain reserves by means of overnight matched sales - its first overt action in the market for several days. However, the move was regarded as technically-

motivated and not as a sign of any change of policy at the FOMC meeting. Short-term rates eased again behind a federal funds rate at 71% per cent. In the bond market, prices rose sharply at first when petroleum futures gave ground but slipped off their best levels

when retail interest remained thin.

LONDON

Gripped by oil price concerns

RESTRAINT GRIPPED London yesterday as North Sea oil prices moved sharply lower and stocks, which had initially improved, fell back throughout the

Brent crude dropped more than \$1 per barrel in the wake of weaker US oil

Speculative high-fliers and situation stocks fell to light profit-taking and banking issues succumbed to concern over Central and Latin American debt

But the main casualties were the oil majors; British Petroleum fell 13p to 550p while Shell gave up 15p to 663p. The FT-SE 100 share index recovered

in late trade to close 7.6 down at 1.453.9 3.9 off at 1,191.4 after rising to 1,197.7 at Business in gilts contracted ahead of today's subscription for the new tap

stock. Conventional gilts eased a fraction but index-linked stocks made limited progress on light demand. Chief price changes, Page 37; Details, Page 36; Share information ser-

vice, Pages 34-35 **AUSTRALIA**

THE LIFELESS mood persisted in Sydney yesterday and stocks ended easier

after light selling pressure.
The All Ordinaries share index faded 4.4 to 1,064.6 while the gold index gave up a substantial 16.2 to 922.8. Declines

Both Hong Kong and Singapore re-mained closed for the Chinese new year holiday.

outpaced advances 254 to 195 and turn-

over was light at 47.7m shares.
Industrials, which showed some promise on Monday, succumbed to profittaking. As investors await news from Bell Resources on its partial bid for BHP, the latter dropped 4 cents after 700,000 shares on the second state of the second stat hands. Bell Resources eased 20 cents to

GMK was the heaviest loser among gold issues, ending 30 cents off at A\$8.40. Kidston lost 12 cents to A\$5.74, Renison 10 cents to A\$5.20, while Poseidon and Sons of Gwalia both shed 5 cents to A\$2.05 and A\$3.50 respectively. News Corporation picked up all of its previous session's losses to close up 30 cents at A\$12.50.

SOUTH AFRICA

GOLDS and other mining issues were easier in Johannesburg, depressed by the weaker bullion price and the firmer

Southwaal gave up R1.50 to R112 and Free State Geduld shed 25 cents to R68.50. Shareholders of FS Geduld have agreed to the merger of its Orange Free State gold mines.

Elsewhere in the mining sector, Anglo American slid 30 cents to R40.50 but Gencor was steady at R35.25.

CANADA

WEAKNESS IN resource issues hampered any upward movement in Toronto and most sectors were lower at midses-

Golds were hit by the lower bullion price. Lac Minerals, which ended Mon-day's session CS1 firmer, traded CS% lower at C\$36%.

Canadian Pacific, which reported lower fourth-quarter and full-year profits, led the actives: It gave up C\$% to C\$16%. Industrials, utilities and banks edged lower in Montreal.

EUROPE

Carnival, snowballs and peaks

DIVERGENT PATHS were taken in Europe yesterday as some centres snowballed their way to new peaks while others, sated with Carnival excess, slid into a subdued backwater.

Milan gained further strength on the back of professional speculation with a particular penchant for blue-chip industrial, insurance and banking issues.

The prospect of short-term political uncertainty, against a background of the media extravaganza in the Palermo Mafia trials, was largely ignored by investors and many of the leading stocks that have been in the vanguard of the current rally were given an extra boost. Fiat, certainly now one of the ever-

green blue-chips among international buyers, crossed the L7,000 threshold for the first time with a L25 gain to L7,024. Snia, meanwhile, took this as a cue and dashed over the L6,000 boundary with its L.L.111 rise to L6.055.

Montedison added to the previous session's modest advance with a L51 gain to

The banking sector, although mixed by the close and more so in after-bourse trading, saw Mediobanca sparkle with a dramatic L4,000 jump to a record L154,000.

Insurers staged a repeat performance of the previous session with Generali gaining L800 to L84,300 and Ras rising

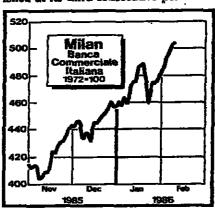
L1.025 to L174.000. Toro continued lower with a further L250 setback to L29,800.

IFI, the holding company of the Agnel-li family, picked up IA60 to L18,100 while CIR, the De Benedetti holding group, held steady at L7,600 despite sharply higher 1985 results.

The Banca Commerciale index added 2.4 to a record 504.80.

In the bond market, secondary bond prices were little changed in stagnant

Paris gathered momentum and fin-ished at its third consecutive peak with



a 5.5 rise in the CAC General index at

Long considered the Cinderella of the European bourses, recent heavy buying by foreigners seems certain to transform the short-term attractions of the French equity market. Yesterday's performance was as much attributable to Monday's record-breaking run in the world's three largest exchanges - Wall Street, Tokyo and London - as to the French industrial figures which focused domestic and overseas interest on the likely profit performance of some leading industrials during the current year.

Peugeot was one of the front runners. building on the previous session's sharp gains. The motor group's share price, which surged FFr 54 to FFr 830, has risen almost 14 per cent in two days.

The construction sector was active,

but mixed, again. Restricted trading in Frankfurt due to the pre-Lent Carnival festivities, inhibited any exuberant market display and most issues traded in a narrow range. The Commerzbank index reflected the

besitant tone with its 3.6 slip to 2.027.5. Commerzbank, under a cloud since its two-for-15 rights issues, recovered DM 6 to DM 306 while Deutsche Bank, one of the few to display any spirit on Monday, lost DM 2.50 to DM 797.

Hoechst was buoyed by recent successive falls in crude oil prices and thus feedstock costs. It surged 80 pig to DM 287 while Schering posted a DM 6 rise to DM 578 in response to record 1985 A flood of foreign interest in the bond

market boosted prices by up to 30 basis points. Little domestic activity was evident. The Bundesbank sold a large DM 139.9m worth of paper compared with Monday's purchases of DM 9.5m.
Carnival took its toll in Amster

with Royal Dutch unsettling the otherwise slightly mixed mood. The oil group lost Fl 4.20 to Fl 168.20 and diversified chemicals to fibres group Akzo reversed early gains to finish FI 1.10 off at FI

Brussels slipped back from its peak, Zurich lost more ground with setbacks for banks and insurers while Stockholm was buoyed by Ericsson results. The telecommunications company firmed SKr 5 to SKr 266. Pedestrian trading again featured in a slightly higher Ma-

TOKYO

Institutions poised to make comeback

INSTITUTIONAL INVESTORS, who were forced out of action until recently by the yen's sharp rise against the US dollar and an anticipated worsening of corporate profits, are now poised to return to the Tokyo stock market, writes Shigeo Nishiwaki of Jiji Press.

The market regained strength early in February on aggressive buying by individual Japanese investors and securities house dealers, with the Nikkei average reaching peaks on five consecutive sessions from February 4 to February 10.

Institutions, such as life and non-life insurance companies and trust banks, dominated the bull market of last year with their net purchases of Y1,110bn. Individuals and foreigners were sellers, with their sales outpacing purchases by Y1.440bn and Y1,050 respectively.

In the first four weeks of January, however, institutions' net purchases were a meagre Y58.5bn and this accounted for the shrink in trading volume and the poor market performance early this

The absence from the market of many fund managers stemmed from fears of intensifying trade friction with the US and a decline in corporate earnings because of a stronger yea.
Instead, they shifted funds to higher-

yielding, short-term financial instruments as the Bank of Japan's attempt to drive up interest rates sent bill discount and call money rates to the 7 to 8 per

cent range.

Many institutions are now returning to the stock market. Mr Hajime Hirashima, senior managing director of Nippon Life Insurance, which has net assets of more than Y12,000bn, was direct about

The Tokyo stock market was closed yesterday because of a local holiday.

his company's eagerness to invest in the market. The group wants to earn about

Y150bn from equities to cover dividend payments to policyholders and make good a value loss on dollar-denominated bonds worth Y900bn, he said.

Institutional investors will have to divert their funds to the stock market, asserted Mr Yasuharu Yabuta, general manager, Investment Advisory Division of Mitsubishi Trust and Banking Corporation, which manages funds of pensions.

Mr Yabuta cites three reasons for this belief: the halt in the yen's rise: the advantage of sharply falling oil prices for developed countries; as Wall Street surges through the 1,600 barrier, investors regard Tokyo shares as relatively

low-priced. He added that ahead of the Tokyo summit there is the possibility of Japan reconfirming its commitment to boost

domestic demand through another cut in the official discount rate. His company started buying large capital shares such as Nippon Steel and blue chips such as Hitachi early in February. Mr Yukio Nakatsuka, managing direc-

tor of Daiwa Securities, who has close contact with institutional investors, described the rally in early February as a sign that investors' concern over the likely impact on the economy of the yen's advance and lower crude oil prices had eased. He also believes that institutional investors' attention will gradually return to the stock market.

But many institutions remain cau-tious. Mr Yabuta agrees with the gert-eral market view that the Nikkei aver-age will not find it difficult to break through the 1,809 level. But the index should peak in June and then fall sharply toward the end of the year, he said.

The fact that foreign buying has failed to swell despite the yen's sharp ciation since late last year may indicate that the stock market has entered a stage of maturing, said Mr Tadashi Kusume, vice-president of Nomura International Capital Management, which has

Y1,100bn under management. At any rate, the fortunes of the Tokyo stock market this year are bound to depend much on institutional investors, whose combined share of market turnover is in excess of 50 per cent.

advertisement complies with the requirements of the Council of The Stock Excha It does not constitute an invitation to subscribe for or purchase any securities.



A.\$75,000,000 Pepsico Inc.

14½% Notes due February 24, 1989

The following have agreed to subscribe or procure subscribers for the Notes:

Morgan Guaranty Ltd

Dresdner Bank Aktiencesellschaft

ALCEMENE BANK NEDERLAND N.V. BANQUE INTERNATIONALE À LUXEMBOURG S.A.

BANQUE BRUXELLES LAMBERT S.A.

BAYERISCHE LANDESBANK GIROZENTRALE CITICORP INVESTMENT BANK LIMPTED COUNTY BANK LIMITED DAIWA EUROPE LIMITED

GOLDMAN SACHS INTERNATIONAL CORP. LLOYDS MERCHANT BANK LIMITED NOMURA INTERNATIONAL LIMITED

J. HENRY SCHRODER WAGG & CO. LIMITED

CREDIT SUISSE FIRST BOSTON LIMITED ORION ROYAL BANK LIMITED BANK OF AMERICA INTERNATIONAL LIMITED

BANQUE NATIONALE DE PARIS BAYERISCHE VEREINSBANK A.G.

COOPERATIEVE CENTRALE RAFFEISEN-BOERENLEENBANK B.A. CREDIT LYONNAES

CENOSSENSCHAFTLICHE ZENTRALBANK AKTIENGESELLSCHAFT HAMBROS BANK LIMITED

MORGAN GRENFELL & CO. LIMITED SALOMON BROTHERS INTERNATIONAL LIMITED

Swiss Bank Corporation International Limited

WESTPAC BANKING CORPORATION

Application has been made to the Council of The Stock Exchange for the Notes to be issued at 100% in denominations of A.\$1,000 to be admitted to the Official List. Interest will be payable annually in arrears on 24th February, in each year from and including 24th February. 1986. The first interest payment will be made on 24th February, 1987.

Listing particulars relating to the Notes and Pepsico Inc. are available in the Extel Statistical Service and copies may be obtained during Listing particulars relating to the rootes and replace that are discussed Announcements Office of The Stock Exchange and up to and business hours up to and including 13th February, 1986 from the Company Announcements Office of The Stock Exchange and up to and including 27th February, 1986 from:

London EC2R 7AN

Morgan Guaranty Ltd 30 Throgmorton Street London EC2N 2NT

Chase Manhattan Bank N.A. London Branch Woolgate House Coleman Street London EC2P 2HD

Cazenove & Co. ; . 12 Tokenhouse Yard

12th February, 1986